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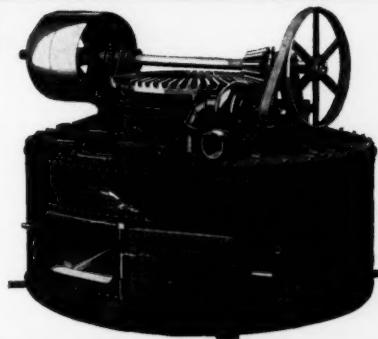
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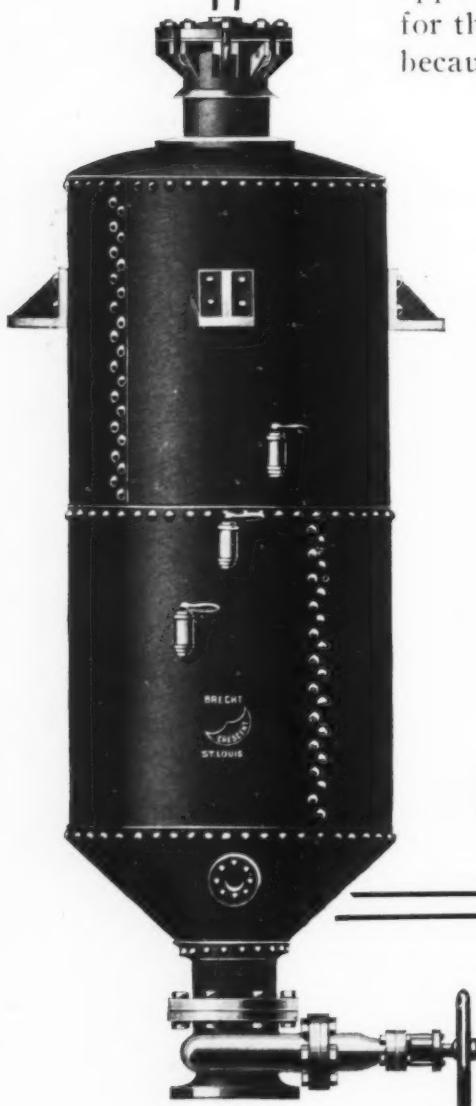
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THE

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 5.

## LIVESTOCK MEN FOR CO-OPERATION

### Resolution Against Radical Anti-Packer Legislation

(Special Correspondence of The National Provisioner.)

Spokane, Wash., Jan. 29, 1920.

Livestock interests represented in the annual convention of the American National Live Stock Association at Spokane, Wash., this week adopted an attitude favoring co-operation among all parties involved in the meat situation, from producer to consumer. Radicalism, either in legislation or otherwise, was discouraged. The meeting began in a stormy atmosphere, but ended like a love-feast.

Resolutions were adopted by the Association declaring that there must be an improved understanding between producer, packer and consumer, and that existing conditions in the distribution of meats and products should be disturbed as little as possible. Legislation for government regulation was recommended, which should prevent exercise of arbitrary power and which should disturb existing business conditions as little as possible.

The attitude of the meat packer was made plain to the stockmen in a letter from President Thomas E. Wilson of the Institute of American Meat Packers, and the keynote of co-operation and thorough understanding, which he sounded, finally prevailed over the desire of radicals to continue a blind and unreasoning war of producers against packers.

This old attitude of animosity was made evident early in the proceedings, when in a contest over appointment of the credentials committee the familiar charge of "packer inspiration" was made by a radical against those he opposed. This line of cleavage continued through the meeting, culminating in discussion of the resolution having to do with packer regulation.

Radicals proposed endorsement of the Kenyon-Kendrick bills putting the meat industry under license, with a federal live stock commission in control. Conservatives opposed such action, though they did not object to regulation. There was an all-day deadlock Thursday, culminating in the appointment of a special committee to consider this matter, composed of D. B. Heard, C. M. O'Donnell, Dr. J. M. Wilson and ex-Governor E. M. Ammons of Colorado.

#### Unanimous Adoption of Packer Resolution.

This committee finally reported the following resolution, which was unanimously adopted:

"Whereas, it is necessary that confidence should be established in the operation of marketing agencies, that competition may be developed, that an improved understanding may be created between producer, packer and consumer, and distribution of meat and meat products guaranteed on a fair and economical basis and along practical lines, so as to cause the least disturbance of existing conditions; therefore, be it

"Resolved, by the American National Live Stock Association, in annual convention assembled, in the city of Spokane, Wash., this 28th day of January, 1920, that we recommend the enactment of legislation by Congress providing governmental regulation of all marketing, manufacturing and distributing agencies engaged in handling livestock and its products, and we believe that such regulatory laws should be specifically and plainly expressed as to prevent misunderstanding or the exercise of any arbitrary power; and further recommend that the supervision of such market agencies provided for by the proposed legislation be made a matter of law such as to occasion the least possible disturbance or interference with existing business conditions."

Resolutions were also adopted commanding Attorney General Palmer for his adjustment of the packers' cases, favoring an "eat-more-beef" campaign among consumers, indorsing the U. S. Bureau of Markets, favoring the barring of aliens from the use of public domain for grazing lands, favoring deportation of "reds," asking ratification of the peace treaty, favoring return of railroads to private control, and others covering a wide range of subjects.

#### Impression Created by Packers.

Murdo Mackenzie of Chicago, former president of the Association, delivered an address on "Meat Packing Legislation" on the first day of the convention, in the course of which he read the statement from President Thomas E. Wilson setting forth the attitude of the Institute of American Meat Packers, and which had a considerable effect in shaping opinion toward the harmonious outcome of proceedings.

Vice-President F. Edson White of Armour & Company was a speaker at the convention smoker on Wednesday evening, and his short, straightforward talk added to the spirit of understanding which was evidently growing between Livestock men and meat trade representatives.

Daily newspaper treatment of the convention was characteristically sensational, the impression being conveyed that a

"fight to the death" was on, and all that sort of thing. The peacefully unanimous outcome seemed to cast discredit on such predictions.

In his annual address, which reflected the later report of the market committee, President John B. Kendrick of the Association, devoted chief attention to the packer question. Senator Kendrick is the co-author of radical bills proposing packer license and livestock commission regulation.

(Continued on page 24.)

#### STOCKMEN OPPOSE ARBITRARY ACT.

At the meeting of the Colorado Stock Growers' Association last week the following resolution was adopted concerning packer legislation, after the defeat of attempts to secure unqualified approval of radical measures:

"That the Colorado Stock Growers' Association favors legislation by Congress providing for reasonable regulation of the meat packing industry, the public stockyards and market instrumentalities.

"That whatever regulation is found necessary to control any branch of industry should be prescribed by fixed rules of law, and not by the grant of any arbitrary or discretionary power to bureaus or officials."

#### PACKERS LICENSED IN KANSAS.

The Kansas legislature passed the Burdick bill last week, providing for a state livestock commission of three members, to have control over all stockyards, packing-houses, etc., within the state. The bill compels packers to take out a license through this body, two of the members of which are Livestock men, and if a packer's license is revoked for any reason by this body, he cannot continue in business. Appeal is provided to the new state industrial court and also to the higher courts. The bill was in the hands of the governor at last reports, and it was said he would sign it.

#### FARMER FOR AGRICULTURE HEAD.

Announcement was made this week of the appointment by the President of E. T. Meredith, of Des Moines, Iowa, to be Secretary of Agriculture, following the transfer of Secretary Houston to the portfolio of the Treasury. The appointment of Mr. Meredith, who is a practical farmer and the publisher of "Successful Farming," aroused much favorable comment. The new incumbent has had much practical experience in farming, and is accustomed to keep in touch with farming matters and food problems generally.

January 31, 1920.

## LAST WORD IN PACKINGHOUSE BUILDING

### Armour St. Paul Plant Has Latest Efficiency Ideas

[EDITOR'S NOTE.—This is the second of a series of descriptions of new meat packing plants in various sections of the country which The National Provisioner hopes to publish within the coming months. New packinghouse construction and development has been going on at a rapid rate, and the trade as well as the public will be interested in this expansion of the meat industry to take care of the meat food needs of the country and the world.]

Industrial efficiency, the last word in sanitation, elimination of all waste motion in manufacturing processes—the result of forty years' experience—are features which will attract the critical packer who inspects the new plant of Armour & Company which recently has been opened at South St. Paul, Minn.

The claim is made for it that it is the most modern meat packing plant in the world—the ultimate architectural achievement in great model factory buildings conveniently grouped with reference to their general and specific utility. In an area of fifty acres, twenty-two buildings, some of them mammoth structures, have been grouped. These buildings have a ground area of 9.14 acres or 348,152 square feet. In addition there are a number of loading docks on a four foot level, occupying 1.40 acres and car sheds occupying 75,150 square feet, a total acreage of 12.24.

There are four miles of railroad track inside the property and 110 cars can be placed under the sheds. There are 2,766 lineal feet of pipe tunnel. The main factory buildings are of steel frame construction, encased with concrete and faced with brick.

The floors are of brick and concrete and the walls and partitions of salt-glazed hollow tile. The frames of all the windows are of metal and the buildings are all supplied with steel fire doors. The buildings are as nearly fireproof as architectural experience can guarantee.

#### The Administration Building is a Model.

The administration or service building, a five story structure, 81x177 feet in area, of pressed brick and cut stone, is situated just at the left of the main entrance of the grounds. The entrance consists of two large square pavilions, linked by ornamental iron gates seven feet high.

Just off the entrance hall of the admin-

istration building on the first floor is a large room devoted to the reception of visitors. Display cases line the walls, filled with the products of Armour and Company. The employment bureau is also located on the first floor and has a large waiting room and other conveniences. Male and female labor go through separate channels.

The purchasing department, offices of the superintendent, master mechanic, paymasters and timekeepers are conveniently situated, and a large space has been devoted to the use of men and women government inspectors, including locker rooms and a dining room for the government officials.

#### Accommodations for the Employees.

The second story of the administration building is occupied by locker rooms, toilet rooms and shower baths for the men. Similar accommodations for women and a rest room are found on the third floor and on this floor are situated rooms for the physical examinations and emergency hospital operations.

A cafeteria with a capacity of 400 persons occupies most of the space on the fourth floor, with a restaurant and cafeteria for office employees, and a private dining room in the adjoining sections. The general offices are situated on the fifth floor. Here also are to be found a telegraph room, a telephone room, a barber shop and another girls' rest room. There is plenty of space in the section devoted to the general offices, with a large skylight in the center. A smoking pavilion has been built on the roof. It is glazed and has a promenade on one side.

#### The Ham House and Freezer Buildings.

On the first floor of the ham house, a six story structure, 145x190 feet, is situated the wholesale market. This has a sales room, a market cooler and large rooms devoted to the display of provisions and smoked meats, all finished in white enameled brick. A temperature of about thirty-six degrees is maintained in the coolers. The second and third floors are devoted to sweet pickled storage, dry storage, ham packing and the ham house proper. Sausage is manufactured on the fifth and sixth floors.

Building No. 6 is a seven-story freezer. It contains pork and beef cutting departments, freezers and storage space.

Holding pens for live stock are provided

on the top floor of building No. 7, on the north end of the east side section. This is an eight story structure known as the cooler building, which is 145x257 feet in area. The cattle, hogs and sheep are conveyed to these pens by means of a large elevator, each holding a carload of stock, and afterwards are transferred over the covered steel and concrete viaduct to the killing building. The pens for holding the reserve supply of livestock are in keeping with the general sanitary construction of other portions of the plant.

All livestock is killed on the top floors of buildings No. 14 and 15, across the tracks from No. 7, and the carcasses are then transferred back to No. 7, the cooler building, for refrigeration.

#### An Up-to-Date Loading Dock.

Running the full length of the east side of the cooler building and the ham house is the loading dock, which is duplicated across the tracks, running the full length of buildings 12, 14 and 15.

This dock is one of the most interesting features of the new plant. It is 22 feet wide and 944 feet long, entirely enclosed and carried at chill room temperature, avoiding the exposure of perishable products to changes of temperature. On the first floor of the loading dock meat and provisions are loaded on the cars, eighty-eight of which may be loaded at one time.

Car shipments are assembled on the second floor of the loading structure. The dressed meats leave the north end of the cooler building, are weighed and assigned to a car, after which the meat is handled by means of chain conveyors running the entire length of the dock with a take-off at each car.

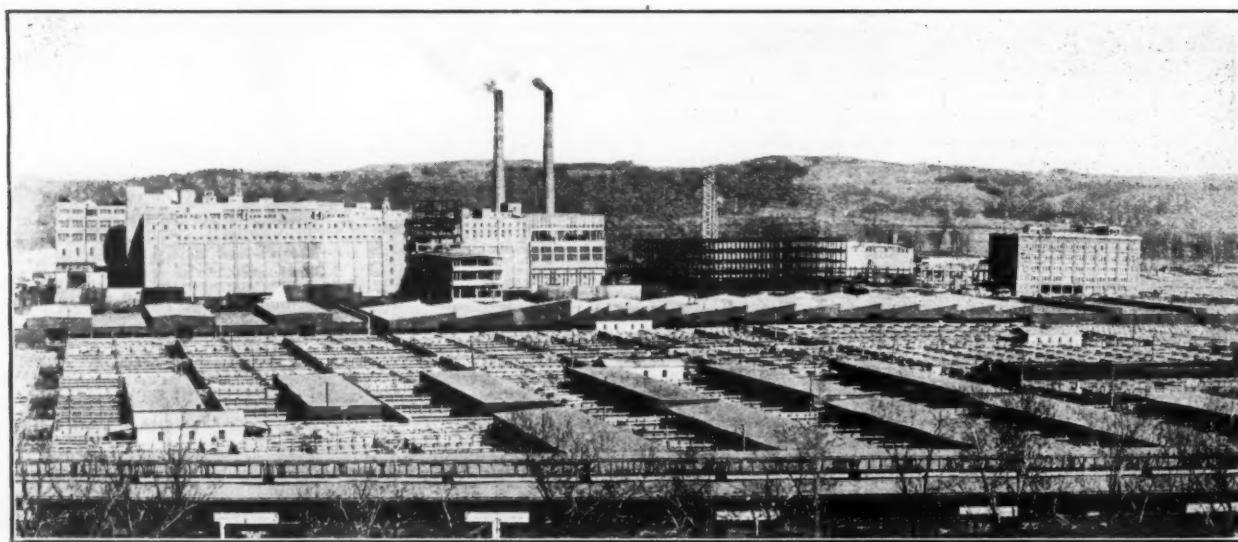
Boxes and barrels of provisions are assembled on the second floor of the dock and are delivered to the various cars by means of gravity conveyors, thus minimizing handling and delivering directly to the cars to be forwarded.

#### Tankage, Casings and Hair.

The hog and sheep killing building, No. 14, is a six-story structure, 129x208 feet in area. On the first floor are hide cellars, hair storage rooms, washing and pickling rooms and a glue chill room. On the second floor hair is dried and baled. On the third, fourth and fifth floors are tanks and vats, gut cleaning and casing rooms. The killing floor is on the sixth story, and is finished in white enameled brick, with a visitors' gallery.

Adjoining this building on the north is the beef-killing building, No. 15, where the killing also is done on the sixth floor.

(Continued on page 26.)



BIRDSEYE VIEW OF NEW ARMOUR PLANT AT ST. PAUL, MINN. (This picture was taken before the plant was entirely completed.)

## Work of Institute of American Meat Packers

The Institute of American Meat Packers, since the change of name and the broadening of plans which took place last summer and fall, has been actively engaged in the work of forwarding the interests of the meat industry in many ways. These plans have taken such shape that the Institute has set forth some of them in a general way in a bulletin issued to members. The information contained therein will be of interest to the trade at large, as showing what the Institute expects to do and how it is already beginning to do it.

The work has progressed chiefly under the direction of the ten standing committees which were appointed following the Atlantic City convention. Concerning some of this committee work the bulletin says:

### Keeping in Touch with Everybody.

Those who attended the convention at Atlantic City will recall that President-elect Thomas E. Wilson announced that there would be appointed strong standing committees the activities of which should entirely cover the packing-house industry and which should be composed of men well qualified to accomplish real results.

Of these committees, it is apparent that great responsibility rests especially with the Committee on Public Relations, of which Mr. G. F. Swift, Jr., is Chairman, the Committee to Confer with Retail Dealers and Trade Associations, of which Mr. J. A. Hawkinson is Chairman, and the Committee to Confer with Livestock Producers, of which Mr. Thomas E. Wilson is Chairman, inasmuch as it is through these three committees that the Institute, and consequently the industry, seeks to keep in touch with the three most important parts of the body politic—those who furnish us with our raw material, those who stand between us and the public and the consumer of meat food products.

The Committee on Public Relations has carried on a broad, vigorous and permanent campaign designed to interpret the packing industry to the press and to the public. This campaign has taken the form of letters, personal contacts, speeches, statistics, pamphlets, bulletins, researches, plate material, booklets, news releases, and statements by individuals.

### Giving the Public the Facts.

From time to time news stories concerning the fundamental facts of the industry have been issued. The layman can hardly realize the amount of interpretative work which has been done in this way. The circulation obtained by press releases prepared by the Institute runs literally into the billions. Editors publish these stories because they are news. No amount of paid advertising could secure news space in metropolitan papers. Material prepared by the Institute was published in papers ranging in size from those of a few hundred in circulation to the very largest in this country. These stories concerned storage stocks, profit, prices and other fundamental matters on which the public had been misinformed.

In order that hostile editors might see that there were two sides to the criticism of meat packers, huge sheets reprinting favorable editorials, for a long time were sent weekly to the newspapers of the country.

Hundreds of letters were written and printed in answer to misinformation and adverse criticism. These letters played quite a part in changing the cast of editorial comment. It is apparent from the press clippings that the attitude of newspapers toward meat packers has undergone a decided improvement. So vigorous was the work done by the Institute and individual companies that the educational

campaign has been called the greatest ever undertaken by any agency except a national government.

Hundreds of thousands of booklets, pamphlets and reprints have been circulated. There were requests for 185,000 copies of a single pamphlet issued by the Institute—a four-page folder on cold storage legislation. There were requests for more than 90,000 copies of a little pamphlet called "Everybody's Goat." These requests were from persons who wished to redistribute the material.

Material has been furnished to speakers, libraries, college debaters, and civic organizations. In co-operation with the Institute speakers have addressed women's clubs, trade bodies and other organizations. Increasing efforts are being made to present the packing industry intelligently to students of civic, economic and industrial subjects.

### Special Work Done by Committee.

Much work has been done and many conferences held with government officials. In Illinois, the Committee on Public Relations has been furnishing constantly such information as has been requested by the Fair Price Commissioner. Furthermore, important negotiations of an economic nature are now being conducted with a government agency, looking toward an equalization of the demand at retail for the various cuts of meat. It is expected that these negotiations soon will bear fruit and that the meat industry as a whole will be benefited.

The Committee on Public Relations has in operation such departments as a "General News Service," a "Special News Service for Agricultural and Livestock Papers," a "Service for Retailers," and a "Clearing House for Publicity Material Issued by the Individual Members of the Institute." Some educational work has been done in co-operation with women's organizations.

(Continued on page 34.)

## Morris Earned 1½ Per Cent on Capital

Morris & Company, in their financial report for the year ending November 1, 1919, show net earnings of \$703,641.95 on a capital investment of \$56,025,684.67, or 1.25 per cent. This is less than one-eighth of a cent on every dollar of sales, including by-products. Their volume of sales shows an increase over the previous year, while the profit shows a decrease of \$3,500,000, which they say is caused by the agitation against them and the marked decrease in the price of their products. Inventories are priced right down to present market, putting them on a sound pre-war basis. Cash in bank is over \$7,000,000, about the same as the previous year, while their current liabilities decreased about \$6,000,000. There was added to surplus during the year over \$400,000, as they paid to their stockholders in dividends only \$300,000.

The general balance sheet is shown as follows:

	Nov. 1, 1919.	Nov. 2, 1918.
ASSETS.		
Packing house real estate, buildings and machinery	\$ 30,240,619.07	\$ 27,298,476.57
Branch markets, real estate and buildings	4,390,601.83	3,886,233.12
Car equipment	5,786,384.23	5,819,337.23
Cash in banks and on hand	7,485,308.43	7,986,367.63
Inventories of products, material and supplies	35,988,998.84	41,850,506.25
Investments, stocks and bonds	8,679,953.12	6,146,087.84
Accounts receivable	21,417,597.42	10,200,753.91
Bills receivable	12,112.59	28,588.81
Total	\$114,001,575.53	\$112,225,351.36
LIABILITIES.		
Capital stock	\$ 3,000,000.00	\$ 3,000,000.00
Bonds	16,750,000.00	10,700,000.00
Bills payable	26,971,619.05	31,988,054.01
Accounts payable and reserve for taxes	2,608,803.36	3,424,213.93
Bond interest accrued	260,750.00	166,500.00
Reserve for depreciation, etc.	11,182,807.47	10,112,719.72
Surplus	53,227,505.65	52,823,863.70
Total	\$114,001,575.53	\$112,225,351.36
INCOME ACCOUNT.	1919.	1918.
Income—		
Net profit on manufacturers and sales	\$ 3,170,155.87	\$ 10,023,192.41
Miscellaneous earnings	3,675,310.07	634,885.89
	\$ 6,845,471.94	\$ 10,658,078.30
Expenditures—		
Interest on bonds	575,750.00	487,500.00
Administrative expense	2,047,626.65	1,662,633.03
Interest on borrowed money, taxes, insurance, etc.	3,518,453.34	4,290,086.43
	\$ 6,141,829.99	\$ 6,440,219.46
Net earnings	\$ 703,641.95	\$ 4,217,858.84
Less dividends paid	300,000.00	300,000.00
Added to surplus from earnings	\$ 403,641.95	\$ 3,917,858.84

The officers of the company are Nelson Morris, Chairman of the Board; Edward Morris, President; C. M. Macfarlane, Vice-President and Treasurer; L. H. Heymann, Vice-President; George R. Collett, Vice-President; H. A. Timmins, Secretary and Assistant Treasurer; M. W. Borders, General Counsel.

### Report to the Stockholders.

The report to the stockholders made by President Edward Morris, was as follows:

"In the absence of Mr. Nelson Morris, Chairman of our Board, who is on an inspection tour of our South American properties, I submit the following report:

"I am sorry to say that the past year has not been a profitable one for our Company, the profits being only \$703,641.95, or 1.25%, on capital invested of \$56,025,684.67, after making our usual reserves for depreciation and taxes. The poor showing that we have made in our business this year has been due to the agitation against us, the heavy decline in the price of our inventory products while under process of manufacture, as we priced same at the close of books each month on the basis of the market. The low price of foreign exchange has had a bad effect upon our export business.

"Our volume of sales shows a very satisfactory increase compared with the previous year. Notwithstanding the increase, however, our profits were \$3,500,000 less.

"It is gratifying to draw your attention to the fact that our current liabilities have decreased during the year about \$6,000,000. We have been able to do this because of the fact that you have been satisfied with the very small disbursements of dividends, amounting during the year, to only \$300,000. but this result was also accomplished by the splendid co-operation of our entire force in keeping our products closely sold up, our expenses reduced, and our collections well followed up.

### Success of the Profit-Sharing Plan.

"Additional bonds of \$6,250,000 were issued during the year, and I am pleased to state that a large portion of these were purchased by our employees through our profit sharing plan which was adopted by our directors during the year. The employees who have become participants in this plan have received checks equivalent to 10% of their subscription, and in view of the fact that collections were not made on their subscriptions until September, it has meant a return to them on the actual money invested of over 60% per annum.

(Continued on page 27.)

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat.]

It should also be remembered that packinghouse practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### HOG WEIGHTS AND SHRINKAGE.

A reader of The National Provisioner in the South writes:

Editor The National Provisioner:  
What is the average shrinkage from live to dressed weight in hogs? Is it greater in this country than in Canada, or less?

Hogs shrink from live to dressed weight 18 to 20 per cent, according to weight. Heavy, solid hogs shrink the least. Most packers estimate 20 per cent shrinkage, and this is about the average. This is on a hot basis, of course. There is a further shrinkage of about 1½ per cent in chilling.

A test of a large number of hogs averaging 234.21 lbs. live weight, showed a shrinkage of 18.84 per cent from live to dressed weight. This, of course, was the hot weight and not the chilled dressed weight; also, of course, with the head on and the ham facings. The net yield of these hogs was 69.51 per cent of the live weight, figuring sides, hams, shoulders, lard, grease and rough meats or market meats.

As there were a number of hogs cut into certain English meats the lard percentage ran high, being 15.96 per cent, and the side meats 28.83 per cent; the hams showed 12.35 per cent; the shoulders, 8.88 per cent; rough meats, 2.17 per cent; grease, 0.32 per cent; total, 69.51 per cent.

A test of 83 Canadian hogs showed a shrinkage of 20.80 per cent from live to dressed weight, and another of 25 hogs showed a shrinkage of 23.20 per cent.

These hogs shrank nearly 2 per cent in the chill room. Canadian dairy-fed hogs are apt to show greater shrinkage; it depends on the feeding.

### AN INCOME TAX FEATURE.

The importance of complying with the provisions of the revenue law requiring employers, tenants and others to furnish information as to income payments totaling \$1,000 or over during the year 1919, is emphasized by Commissioner Daniel C. Roper. This requirement will be strictly enforced, according to the Commissioner. Firms, organizations and persons who neglect to report this information to the government will be subjected to penalties provided in the revenue law.

The information returns must be filed by March 15 next. Business men and others who made payments which must be reported are urged to compile the figures now, so that each employee may know just how much he received in the form of wages, salary, commissions, bonuses, etc., and with the aid of that information determine his individual liability to file a return and pay income tax.

That the job should be undertaken with thoroughness and accuracy is also emphasized by Commissioner Roper, who points out that such information leads to the discovery of tax-dodgers and aids in checking the accuracy of returns now coming in. Large business houses have been faithfully making the information reports, and have co-operated whole-heartedly with the checking system. The same obligation rests on small businesses, also on professional men, on tenants paying rent, and on householders who employ private secretaries, chauffeurs and servants.

One million unnecessary accidents occurred last year. Do you want to swell this year's crop? asks the National Safety Council.

### VALUE OF 1919 FARM PRODUCTS.

In consequence of greater production as well as price, the total value of farm products of this country in 1919 rose to the record amount of \$24,982,000,000, as estimated at farmers' prices by the Bureau of Crop Estimates, United States Department of Agriculture. By far the most valuable single crop is corn, the computed value of which, at \$1.35 a bushel, is \$3,934,000,000, or more than the farm value of all crops before 1904. The cotton crop, notwithstanding a low production in quantity and export difficulties, is next, although far below corn in value, with \$1,969,000,000 for lint and \$2,325,000,000 for lint and seed. Not so very many years ago cotton had third or fourth place in order of value, but its recently acquired second place seems to be permanent. Third in order is hay; the 109,000,000 tons of this crop had a farm value of \$2,129,000,000, and if to this is added the value of the pasturage, the total may be as much as three to three and a half billion dollars, high enough to be in company with corn.

Wheat, according to the estimate, had an average farm price of 11 cents per bushel in 1919 above the price of 1918, or \$2.15 per bushel. With a value of \$2,024,000,000 it is as low as the fourth crop in order, notwithstanding its spectacular proportions of 941,000,000 bushels. All cereals combined, the grand total value is \$7,474,000,000, or more than the annual value of all farm crops before 1916. The vegetable total, including potatoes and sweet potatoes, is \$1,479,000,000; the fruit total, \$730,000,000; the seeds total (to follow the census grouping), \$261,000,000, including beans and peanuts; the sugar-producing crops, \$147,000,000.

In the total farm value of animal products, \$8,957,000,000, the chief group of items is the value of animals sold and slaughtered, which is placed at \$4,634,000,000. Next below this group is that of dairy products, whose value of \$2,789,000,000 is reckoned at the farm, and in the form in which they left the farm. Poultry products follow with \$1,359,000,000, and wool with \$160,000,000.

# 1920

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## Chicago and New York

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Meat Packers and the American  
Meat Packers' Trade and  
Supply Association

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## BRITISH CUT MEAT ORDERS

Announcement is made that the British Ministry of Food has reduced its orders for February packing by 25 per cent, and it is reported that the orders for March packing may be cut 50 per cent. It is also reported that requests have come from abroad within the past ten days that shipments of dry salt meats be held up and the product placed in storage awaiting a more favorable time for shipment.

The consumption of American pork products has decreased very considerably in England in recent months, for reasons of which the export trade is well aware. American hog meats have a bad reputation in Great Britain at this time, and it is not so much the fault of American packers, though it cannot be denied that some shipments were improperly packed, and that haste to fill orders in some instances reacted on the reputation of the packer. But in the great majority of instances the good name of the American exporter of bacon and hams was maintained in the quality of his product and the manner in which he filled his orders and complied with his contracts. Conditions on British vessels and at British receiving points, together with other causes operating in Great Britain at that time, brought about the deterioration of an enormous quantity of American product.

The result not only was great economic waste, but the acquiring of a bad name for American goods. This is unfortunate, not only because of the losses suffered, both by traders and by the consuming public in reduction of the amount of meat food available, but because an export outlet is continuously necessary to a healthy condition of the pork packing industry and the stimulation of hog production at a level which will make it attractive to livestock raisers. In spite of the assertion that our export trade is but a small proportion of our meat business, the fact remains that it is a very important factor, and worthy of careful consideration, even by those not directly engaged in it.

## FOOD PRICES COMPARED

Reports of lower food prices are not borne out by statistics of retail prices collected and compiled by the U. S. Bureau of Labor Statistics. Retail cost of 22 articles of food in December, according to these figures, was the highest ever known.

The most interesting fact revealed by these figures, however, is that while other foods increased in price during the year 1919 from 3 to 108 per cent, meat prices at retail DECREASED from 2 to 18 per cent. And while this 2 to 18 per cent decrease took place in retail meat prices, it should be remembered that wholesale prices of meats decreased 32 per cent between spring and the end of the year.

The official figures covering the year 1919 make an interesting comparison, especially in the light of the burden of abuse borne by the meat trade during the past year. Remember how often packers and butchers have been called "profiteers," and then compare the following:

From December, 1918, to December,

1919, onions increased 108 per cent in price; prunes, 53 per cent; coffee, 51 per cent; raisins, 48 per cent; potatoes, 34 per cent; granulated sugar, 34 per cent; rice, 27 per cent; flour, 15 per cent; bread, 4 per cent; corn meal, 3 per cent.

On the other hand plate beef decreased 18 per cent at retail; bacon decreased 14 per cent; chuck roast, 11 per cent; pork chops, 8 per cent; ham, 6 per cent; round steak, 6 per cent; rib roast, 5 per cent; sirloin steak, 3 per cent; lamb, 2 per cent.

In spite of all the talk about a crusade against high prices, from the head of the government down to local committees, everything went up and continued to go up, and is still going—everything except meats! They fell from 2 to 18 per cent at retail, and 32 per cent at wholesale during a period of the year.

A comparison of prices with those previous to the war is almost equally striking. The rise in price levels of all commodities between 1913 and 1919 was universal. Rice sold at retail in 1919 for 103 per cent more than in 1913; corn meal increased 113 per cent in price; potatoes, 126 per cent; flour, 141 per cent; and granulated sugar cost 169 per cent more in December, 1919, than in 1913.

Yet not a single meat item except lard increased more than 50 per cent in price between 1913 and 1919, and many of them less. These are official government figures, as reliable as any compilation of statistics can be. They are commended to the careful study of those who have been devoting so large a portion of their time and energy to a denunciation of the meat trade as "profiteers."

## SOME MORE COMPETITION

The Farmers' Terminal Packing Company is about to begin killing at its new million-dollar plant at Newport, Minn., opposite St. Paul. Cattle killing will be first undertaken, and when that is well under way the hog house will be started. The whole plant is expected to be under full headway in another month. M. E. Brooks, a well-known packinghouse man, is general manager.

The Midland Packing Company had a grand opening at Sioux City, Iowa, last week of its new \$3,000,000 plant, and President Fred Sawyer did the honors for thousands of people who flocked to inspect the model buildings and equipment. The plant has been in operation for several weeks and shipments are being made all over the country.

These instances of "declining competition" might cheer up Mr. Wm. B. Colver of the Federal Trade Commission—should he happen to hear of them, which is doubtful.

## TRADE GLEANINGS

The Portage Packing Co., Akron, O., has increased its capital stock from \$500,000 to \$1,000,000.

The Hansen Packing Co., Butte, Mont., has increased its capitalization to \$1,000,000 from \$300,000.

The Little Rock Packing Co., Little Rock, Ark., has increased its capital from \$10,000 to \$50,000.

The N. H. Edson & Co., Providence, R. I., suffered a slight loss by fire to their establishment the early part of this week.

Anton Greilich, Owosso, Mich., has organized the Lansing Sausage Works and will locate shortly at 519 River street, Lansing.

The 700 employees of the John Morrell & Co., Sioux Falls, S. D., who went on strike because of a wage dispute, have returned to work.

William Burbach was elected a member of the board of directors of the Higgins Packing Co., Omaha, Nebr., at the recent annual meeting of stockholders.

The Herzog-Heath Packing Co. has incorporated at Paducah, Ky., with a capital of \$30,000. The incorporators are: J. F. Heath, George Herzog and F. B. Heath.

A fire in the wholesale section of Minneapolis, Minn., spread to the branch house of the Jacob E. Decker & Sons Co. and caused a loss by water and smoke to the extent of \$10,000.

Immediate arrangements are being made to rebuild that portion of the McArthur Packing Co. plant at Hutchinson, Kan., as was damaged by fire on Jan. 22. The loss was estimated at \$100,000.

Thirty acres of land purchased by the State Packing Corporation of Raleigh, N. C., have been sold by the company, who have decided it would be impracticable at present to establish a packing plant at that place. No further plans were announced.

The Sheehan Bros. Packing & Provision Co., East St. Louis, Ill., has been granted a charter of incorporation. The capital stock is indicated as \$100,000 and the principals are James L. Sheehan, Edward

Sheehan, Thomas Ebbing and Charles Watkins.

The packing plant of John Lewis & Co., Spokane, Wash., on which construction has been under way since last May, has commenced operations. The plant is equipped to slaughter 400 hogs or 60 to 75 cattle a day. Large reserve cold storage capacity has been provided in which 400 carcasses can be handled.

Seven farmers in the vicinity of Ottumwa, Ia., have petitioned the Wapello county court to hear their actions against the Associated Packing Co., a recently formed corporation which sold a considerable amount of stock in that section. The plaintiffs assert they were led to believe the company was about to declare a dividend when as a matter of fact no plant has even been constructed and nothing toward that end has been done.

### LIVESTOCK MEN FOR CO-OPERATION.

(Continued from page 19.)  
tion. He referred in detail to the agreement between Attorney General Palmer and certain packers, and said "this victory of the Attorney General was a product of the work of the market committee of this Association."

Referring to the great number of new packinghouse enterprises coming into the field he said that "the compelling fact is that the first feeble signs of returning competition \* \* \* have accompanied the efforts of this Association to turn the great healing light of publicity upon this business."

Naturally, he recommended the endorsement of the kind of legislation contained in the bills which he introduced in Congress. He contended that special legislation to regulate the packing industry was

necessary and need not be considered a precedent for the regulation of all lines of business.

The convention was largely attended, and the people of Spokane outdid themselves as hosts.

### CANADA GETS HORSEMEAT ORDER.

Five thousand horses in Calgary, Canada, will be slaughtered to fill an order for 5,000 barrels of boned and salted horse meat for shipment to Europe. Contracts have been awarded and a new industry is being developed, according to newspaper reports. There are in Alberta at present considerably more than 800,000 horses, of which a large percentage are pure bred, with Clydesdales and Percherons predominating. Indiscriminate and careless breeding in past days is being succeeded by horse show quality. Therefore there was no logical outlet or means for disposing of small and comparatively useless horses of the province. Now that Europe is demanding horse meat to take the place of the cattle, sheep and hogs slaughtered during the war, these Alberta horses are being rapidly turned into money.

### U. S. TRADE BOARD INQUIRY.

Reports from Washington are that members of the Senate subcommittee, appointed to investigate the alleged "red" leanings of employees of the Federal Trade Commission, are endeavoring to arrange their plans so as to begin hearings on this matter. It is said that February 9 has been set as the tentative date for opening the hearings, and that Chicago will be the place, as it was here that most of the alleged "red" activities of employees took place while they were detailed to investigate the books and records of the meat packers. It is stated that former Attorney General Charles H. Miller of Indiana, who prosecuted the McNamaras in the Los Angeles dynamiting case, will be the attorney for the Senate subcommittee.

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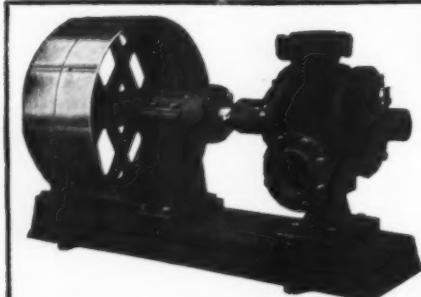
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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices Advance, Then React, Hog Movement Liberal, Weather Conditions Severe—Important Hedging Reported.**

The developments in the provision market this week have not brought any decided change in values, although they have brought what may be the basis for a considerable later change in prices. The situation has remained without much important development in price. Hogs advanced to new highs for the movement, getting close to \$16 for the average, and then eased off moderately. The receipts have been liberal notwithstanding the car conditions, and the advance in the market has shown that the trade was ready to absorb the hogs, although the question of the distribution of product is somewhat of a problem.

The average hog prices for the past week were advanced to \$15.25, and this week the average was over 50c higher in the early part of the week. The gain in prices over the previous week was 40c, although the figures were about \$2.25 under the average for last year. While hogs were strong, cattle were somewhat under pressure, and sold off, although receipts were smaller. The average cattle price for the week was 35c under the preceding week, but the total receipts at interior points for the week are only 223,000. Sheep and lambs showed a general advance, with lambs getting up to \$16.65 for the average.

A report which has been very persistent during the week has been to the effect that packing interests were rather persistent sellers of futures on a hedge basis against the current production, which was interpreted as indicating that the current demand was not absorbing the product, but that it was beginning to accumulate rather rapidly in excess of the consumption. Another interpretation put on this reported hedge selling was that the packing interests were not disposed to look for much higher hog values and were

disposed to hedge in futures against a possible decline in hogs from the current levels. The high hog prices were nearly \$4 a hundred over the low point of the fall, and represent such a big recovery that the trade is a little cautious, apparently, in holding large quantities of product at the current price.

Another factor which may have considerable influence is the statement that the English Government asked American shippers to hold up on shipments to the United Kingdom, and that February shipments would be reduced 25 per cent and March 50 per cent. If this report is borne out by the actual reduction in the movement there will be no question of the serious effect of such a reduction of movement on the supplies available. The Government export statement for the month of December and for the 12 months ended with December was most important. The decrease in bacon shipments was over 50 per cent compared with last year; hams and shoulders on the same basis; beef only about a sixth of last year for fresh beef, and canned beef almost as great a decrease.

The study of the figures shows that owing to the heavy shipments the early part of the year the total shipments for the full year were in many cases ahead of the corresponding year of 1918. The great falling off in the movement did not come until the middle of the year, and the decrease in the shipments the past six months has been very heavy. This applies to both beef and pork products.

The late situation as to hog product exports is extremely unsatisfactory. The actual shipments have been of fair volume for the past month, but this has not relieved the pressure on the market. December exports were 63,675,000 lbs. (Continued on page 27.)

### MEAT EXPORTS IN 1919.

Exports of meat and dairy products for the year 1919 totalled \$1,160,846,625 in value, compared to exports of \$941,218,524

for the previous year. This was the first "billion dollar year" in the history of the export meat trade, and the total was due to the enormous orders from abroad during the early part of the season, including foreign government requirements. That this wave has receded is indicated by the December figures, which show a total export value of \$63,231,397, compared to \$87,422,444 in December, 1918.

Even with the record totals for the year exports of fresh beef and canned beef fell off heavily compared to 1918, due to cessation of army requirements. The jump ahead was in the enormous quantities of pork products, meats and fats, sent abroad during the early half of the year.

A comparison of export totals and values for 1919 and 1918 is as follows:

	12 mos., 1919.	12 mos., 1918.
Beef, canned, lbs.	1,886,835	7,786,239
Beef, canned, value	\$ 732,388	\$ 3,162,839
Beef, fresh, lbs.	9,061,769	34,161,548
Beef, fresh, value	\$ 1,113,430	\$ 3,125,093
Beef, pickled, etc., lbs.	3,125,093	3,125,093
Beef, pickled, etc., value	\$ 578,354	\$ 674,883
Oleo oil, lbs.	6,008,652	3,746,663
Oleo oil, value	\$ 1,672,743	\$ 961,576
Bacon, lbs.	58,082,754	126,437,385
Bacon, value	\$ 15,724,823	\$ 28,697,274
Hams and shoulders, lbs.	15,688,297	38,929,568
Hams and shoulders, value	\$ 4,274,079	\$ 11,901,066
Lard, lbs.	63,645,722	37,724,398
Lard, value	\$ 18,406,302	\$ 10,455,038
Neutral lard, lbs.	293,316	14,250
Neutral lard, value	\$ 98,378	\$ 4,354
Pork, pickled, lbs.	4,125,550	2,025,778
Pork, pickled, value	\$ 871,748	\$ 451,614
Lard compounds, lbs.	2,668,972	9,262,236
Lard compounds, value	\$ 686,905	\$ 2,033,515

Export comparisons for the month of December are as follows:

	Dec., '19.	Dec., '18.
Beef, canned, lbs.	53,868,090	141,457,163
Beef, canned, value	\$ 20,673,575	\$ 51,408,010
Beef, fresh, lbs.	174,409,914	514,341,329
Beef, fresh, value	\$ 40,284,968	\$ 109,905,363
Beef, pickled, etc., lbs.	42,624,722	44,205,020
Beef, pickled, etc., value	\$ 8,859,111	\$ 19,921,120
Oleo oil, lbs.	73,388,164	69,100,350
Oleo oil, value	\$ 22,025,240	\$ 15,493,321
Bacon, lbs.	1,190,297,806	1,104,788,081
Bacon, value	\$ 373,913,505	\$ 315,968,064
Hams and shoulders, lbs.	503,799,663	537,213,041
Hams and shoulders, value	\$ 189,428,837	\$ 145,674,888
Lard, lbs.	760,901,611	548,817,901
Lard, value	\$ 237,983,449	\$ 144,933,151
Neutral lard, lbs.	22,957,137	6,307,164
Neutral lard, value	\$ 7,725,985	\$ 1,612,780
Pork, pickled, lbs.	34,113,875	36,671,660
Pork, pickled, value	\$ 8,632,518	\$ 8,535,017
Lard compounds, lbs.	124,962,950	43,977,410
Lard compounds, value	\$ 31,605,885	\$ 10,258,536

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January 31, 1920.

## ARMOUR PLANT AT ST. PAUL.

(Continued from page 20.)

There is no partition between these two buildings, so that the South St. Paul plant has one of the largest livestock killing rooms in the country, 127x337.

## Boxes, Water, Ice and Oleo.

In the basement of the box factory, No. 11, a three-story structure and basement, is the water supply of the plant, which has a capacity of 900,000 gallons daily. This water is obtained from three artesian wells. Boxes are manufactured on the first story of this building, the second story is devoted to storage and a cooperative plant is located on the third story.

One of the important buildings, No. 10, is the ice-crusher, a three-story structure where ice is crushed and loaded into trolleys, conveyed and dumped into different cars.

The oleomargarine factory, No. 16, is one of the show places of the new plant, consisting of six stories. There are numerous other buildings in this imposing city of Armour's, including a general storehouse, No. 17, where everything needed in the packing plant may be found from sewing machine needles to massive machinery. On the fourth floor of the storehouse is the laundry.

The machine shop building, No. 18, contains a five-ton traveling crane 37 feet from center to center of the rail, propelled and operated by an electric motor. The operator travels with the machine, governing the position of the crane both in a longitudinal and latitudinal position. The truss spans the entire width of the building.

## Many Structures Make Up Plant.

Other structures are occupied as a powerhouse, No. 12; the brine tank building, No. 13; re-icing shed, No. 26; fertilizer buildings Nos. 21 and 22; tankage building, No. 19; and the ice storage house.

In the ice storage house there are nine sections, each with a capacity of 3,620 tons or a total of 32,580 tons. Adjoining on the east is the initial icing shed 450 feet long, with nine car tracks and a capacity of eighty cars.

Electric tractors, each operated by one

man, are quite extensively used inside the structure, and outside over the perfect system of thirty foot-wide brick-paved streets, connecting all departments and entirely surrounding the factory building.

Seventy-five hundred hogs, two thousand sheep, seven hundred and fifty cattle and one thousand calves is the daily killing capacity of the plant. To handle this output, plant employees, office force, officials, and salesmen constitute a working force of over two thousand. It is expected that this number will be increased materially as the business of the plant is extended. The total payroll of all employees is approximately \$3,000,000 to \$3,500,000 a year.

The daily output of the plant is in the neighborhood of fifteen thousand hams, fifteen thousand shoulders and the same number of sides from which bellies and pork loins are obtained. Most of the beef is disposed of in carcass form. The sausage factory is producing from 30,000 to 40,000 pounds daily. The daily production of lard amounts to from 40,000 to 50,000 pounds and the daily output of oleo stock is from 25,000 to 30,000 pounds, and the output of oleomargarine runs about the same.

Starting with the rough product in every department, every operation in the factory is conducted along the lines of greatest efficiency, cutting out all unnecessary operations, all waste movements. The killing, dressing, loading and all other work is conducted with a minimum amount of labor, machinery being employed wherever possible. A careful check is maintained on each operation with a view of obtaining the greatest efficiency from each individual. If a bad cut is made by a workman, it will be possible to trace it.

Willard C. White is general manager and Charles C. Eikel is superintendent of the new plant. Both have been with Armour & Company for the last twenty-four years. Mr. White is a twin brother of F. Edson White, vice-president of Armour & Company, and has been for many years engaged in the sales promotion end of the business. He first entered the business as a salesman in the Chicago wholesale market. Mr. Eikel started in as a messenger boy and was later assistant superintendent at Chicago.



GUIDING GENIUSES OF THE NEW ARMOUR PLANT AT ST. PAUL.  
Willard C. White, General Manager; Charles C. Eikel, Superintendent.

## CONSIDER KENYON BILL REPORT.

It is reported from Washington that the Senate Committee on Agriculture is now giving final consideration to the report it will make on the amended Kenyon-Kendrick bills for the control of the packers through the creation of a federal livestock commission that shall have power not only to administer the Sherman act, the Clayton act in respect to trusts, but which will also act as the guardian of the entire meat industry, or practically so.

Opposition developed in the committee to the creation of a new governmental body to take charge of one industry. The committee, it was learned, is by no means inclined to accept the proposed measure without considerable searching and it goes without saying that if it is finally reported to the Senate for action it will not be without many and possibly vital modifications.

Those who proposed the creation of a special federal commission for the packers alone put forward the suggestion that the authority and the powers conferred in the bill be given to the Federal Trade Commission. It is not anticipated that the bill would gain favor with the conservative element, in the Senate particularly, by the mere transference of its powers to the Federal Trade Commission. It may, indeed, be frankly stated that this move would render its passage even more difficult.

For one thing the Commission is now under investigation, a special committee having been appointed to inquire into charges made by Senator Watson of Indiana, to the effect that its Chicago offices were a regular cave of Abdullah for radiators of all kinds, some of them high employes, when it was engaged in its investigation of the packers.

The point of this is that, whether these charges are right or wrong, the fact that an investigation is in progress will make the Senate much more chary of putting an entire industry under its control and indicates considerable antagonism to that body.

The bill will undoubtedly be modified in committee, but whatever changes are made, it is entirely safe to predict that it has a hard road to travel. A more or less cursory survey of the Senate indicates strong opposition to the creation at the present time of more governmental bodies and equally strong is the sentiment of opposition to the control of industry by the government. This sentiment exists and must be reckoned with.

Supporters of the Kenyon-Kendrick bill had hoped that elimination of the licensing feature would go a long way to down the opposition to it. This is not so, however, the proposed powers of the livestock commission being considered by many senators as effective as any licensing proviso could be.

It is, however, on the question of the principle involved that the greatest opposition is expected to be encountered. As Senator Sherman of Illinois put it: "Once you inaugurate the principle of creating governmental bodies to control and direct one industry you open the way for further encroachments and no one knows where this will end."

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market for tallow the past week has been dull and heavy, with consuming interest very quiet, and with indications of a lower trend. No important transactions came to light, and the weaker tone in the market was quite evident, helped somewhat by the general weakness in the grease situation. Prices were nominally unchanged. No export interest was in evidence and from present indications owing to financial conditions abroad there is little prospect of a resumption of the foreign demand in the near future. New York prime city tallow was quoted at 16c, special loose at 16½c nominal, and edible 18@18½c. At Chicago, packers No. 1 was quoted at 15½@16 and edible 18c.

**OLEO-STEARINE**—The market was dull and featureless the past week with demand quiet and the undertone easier. Rumors were current of sales late last week at 21½c, but could not be confirmed. The weaker tone to the market was due to the action in tallow and cottonseed oil. At New York oleo was quoted at 21@21½c nominal and at Chicago at 21c.

SEE PAGE 33 FOR LATER MARKETS.

**OLEO OIL**—The market was dull and barely steady. Extra oleo oil at New York was quoted at 30c. At Chicago extra oleo was quoted at 28½@29c.

**GREASE**—The market was dull and weaker both in the East and West with demand quiet and with the easier tone in other greases. Choice yellow grease was quoted at New York at 13@13½c, and choice house at 13@13½c. At Chicago yellow was quoted at 15@15½c, and house at 14½@15c.

**NEATSFOOT OIL**—The market was very quiet and a shade easier; 20° coal test was quoted at \$2.25, 30° at \$2.20 and prime at \$1.75.

### PROVISIONS AND LARD.

(Continued from page 25.)

against 37,734,000 lbs. last year, and total was fairly good at the beginning of this month but has recently fallen off. The shipments for the past week were only four million lbs., while the shipments of meats were about 37,000,000 lbs.

The action of the lard market has shown the evidence of quite pronounced pressure, and liquidation has been very general. It was stated at one time that there was great speculative interest in the market, but this has apparently been eliminated by the way the market has declined, and the recent demand has been extremely disappointing at the decline.

**PORK**—The market was easier with a quiet domestic and export demand. At New York mess pork was quoted at \$44@45, family \$52@53, and short clear \$43@50. At Chicago cash lots were quoted at \$40.

**LARD**—The market was dull and weak breaking with the weakness in the west and the lack of domestic and export demand. At New York prime western was quoted at \$23.50@23.60; middle west \$23.40@23.50, and city \$23½@23½ nominal. Refined to the continent, 27c; South America, 27½c, and Brazil kegs 28½c. Compound lard was quoted at 25c in car lots, and 25½@25½c in smaller lots. At Chicago cash lard was quoted at \$1.25 less than January.

**BEEF**—The market was slow and weaker, with demand disappointing. Mess was quoted at \$16@18, family \$22@24, and extra Indian mess \$44@46.

### EXPORTS OF PROVISIONS

Exports of provisions from Atlantic and Gulf Ports for the week ending Jan. 24, 1920, are reported as follows:

	PORK, BBLs.	From Nov. Week ended Jan. 24, '20	Week ended Jan. 25, '19, to Jan. 24, '20
United Kingdom	125	425	
Continent	3,457		
S. and Cent. Amer.	351		
West Indies	450	2,301	
Brit. N. A. Col's.	2,028		
Other countries	49		
Totals	575	8,611	

	BACON AND HAMS, LBS.	From Nov. Week ended Jan. 24, '20	Week ended Jan. 25, '19, to Jan. 24, '20
United Kingdom	14,565,600	19,700,800	233,733,400
Continent	8,240,000	26,150,100	167,073,600
S. and Cent. Amer.		22,110	
West Indies	130,000	1,450,738	
Brit. N. A. Col's.		190,087	
Other countries		63,430	
Total	22,805,600	45,980,900	402,731,165

	LARD, LBS.	From Nov. Week ended Jan. 24, '20	Week ended Jan. 25, '19, to Jan. 24, '20
United Kingdom	1,425,400	18,414,850	35,461,200
Continent	3,673,196	5,343,300	118,355,444
S. and Cent. Amer.		110,000	633,983
West Indies		113,000	1,452,617
Brit. N. A. Col's.		46,779	
Other countries		71,332	
Totals	4,498,596	23,981,150	156,021,355

	RECAPITULATION OF THE WEEK'S EXPORTS.	Bacon and Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York	.....	16,094,600	3,220,596	
Portland, Me.	.....	550,000	50,000	
Boston	.....	1,145,000	570,000	
Philadelphia	.....	20,000	40,000	
Baltimore	.....		337,000	
St. John, N. B.	.....	4,987,000	281	
Total week	.....	22,805,600	4,498,596	
Previous week	.....	55,037,800	18,131,356	
Two weeks ago	2,702	74,493,364	16,043,331	
Comparative week, 1919	575	45,900,900	23,981,150	
Comparative summary of aggregate exports from Nov. 1, 1919, to Jan. 24, 1920:				
1919 to 1920	1,722,200	1,891,400	116,200	
Pork	402,731,165	263,313,094	130,418,974	
Bacon and hams	156,021,355	93,774,950	102,246,605	
Lard				

	Decrease.	Increase.
Total week		
Previous week		
Two weeks ago		
Comparative week, 1919		
1919 to 1920		
Pork		
Bacon and hams		
Lard		

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Jan. 29, 1920.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 30@31c; green hams, 8@10 lbs. avg., 29c; 10@12 lbs. avg., 29c; 12@14 lbs. avg., 28c; green clear hams, 8@10 lbs. avg., 30c; 10@12 lbs. avg., 28c; 12@14 lbs. avg., 26c; green rib bellies, 10@12 lbs. avg., 26c; 12@14 lbs. avg., 25c; S. P. clear bellies, 6@8 lbs. avg., 25c; 8@10 lbs. avg., 27c; 10@12 lbs. avg., 26c; 12@14 lbs. avg., 25c; S. P. rib bellies, 10@12 lbs. avg., 26c; 12@14 lbs. avg., 25c; S. P. hams, 8@10 lbs. avg., 29c; 10@12 lbs. avg., 27½c; 12@14 lbs. avg., 26c; 18@20 lbs. avg., 27½c; City steam lard, 22½c; compound, 24c; dressed hogs, 23½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. avg., 26c; 10@12 lbs. avg., 25c; 12@14 lbs. avg., 24c; 14@16 lbs. avg., 23c; skinned shoulders, 21@22c; boneless bellies, 26@27c; Boston bellies, 23@23½c; lean trimmings, 22c; regular trimmings, 18@19c; spare ribs, 19@20c; neck ribs, 6c; kidneys, 8c; tails, 10c; livers, 2c; pig tongues, 22c.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 29, 1920.—Latest quotations on chemicals and soap makers' supplies are as follows: 74 to 76 per cent caustic soda, 4½@4¾c lb.; 60 per cent caustic soda, 4½c lb.; 98 per cent powdered caustic soda, 4¾@5c lb.; 48 per cent carbonate of soda, 2½c lb.; 58 per cent carbonate of soda, 2½@2¾c lb.; talc, 1¾@2c lb.; silice, \$20 per 2,000 lbs.

Clarified palm oil, nominal, in casks 2,000 lbs., 18@18½c lb.; yellow olive oil, \$2.90@3.00 gal.; Cochin cocoanut oil, 21½@22½c lb.; Ceylon cocoanut oil, 19½@20c lb.; cottonseed oil, 22@23c lb.; soya bean oil, 19½@19¾c lb.; corn oil, 20@21c lb.; peanut oil, deodorized, 27½@28c lb.; crude, 23½@24c lb.

Prime city tallow, special, 16¾c lb.; dynamite, glycerine, nominal, 22½@23c lb.; saponified glycerine, 88 per cent, nominal, 16½@17c lb.; chemically pure glycerine, nominal, 25@27c lb.; prime packers' grease, 14@14½c lb.

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## CANADIAN HOG MARKETS.

Receipts of hogs at chief Canadian centers, with top prices for selects, compared to the same time a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending January 22, 1920:

Receipts—	Top price—	
	Week ending week,	Week same ending week,
Jan. 22, 1919.	Jan. 22, 1919.	selects
Toronto (U. S. Y.)	5,472	7,729
Montreal (Pt. St. Chs.)	390	1,071
Montreal (East End)	475	824
Winnipeg	5,908	6,477
Calgary	922	1,916
Edmonton	556	482

During the year ended December 31, 1919, the cash sales of hogs marketed at six Canadian Stock Yards reached a total exceeding \$26,000,000. This amount of money does not include the value of hogs shipped direct to packing plants and passing through the yards. It is estimated by the Dominion Live Stock Commissioner, that the cash value of the hogs sold off the farm in Canada during 1919 exceeded \$80,000,000.

The average weight of the hogs marketed at the Union Stock Yards, Toronto, during 1919 was 187 pounds.

Approximately 2,332,400 hogs were slaughtered at inspected establishments in Canada during 1919, compared with approximately 2,260,700 hogs during the previous year, an increase of about 72,000 head in 1919. Ontario and Quebec supplied the surplus, the Western provinces running short of the 1918 total.

## BRITISH MEAT CONTRACTS.

The question having been raised in Parliament as to the latest contracts made by the Board of Trade on behalf of the British Government for imported meat (not including pork products), the following official information was given in reply:

River Plate.—Contracts from July 1, 1916, to three months after signing of a definite Treaty of Peace with Germany; expired September 28, 1919. Made with: British & Argentine Meat Co. (Ltd.), Smithfield & Argentine Meat Co. (Ltd.), Swift Beef Co. (Ltd.), Armour & Co. (Ltd.), Morris & Co. (Ltd.), Compania Sanisine de Carnes Congeladas, Archer & Co., and Vestey Bros. (Ltd.). The contracts covered supplies for the Allied Governments from Argentina and Uruguay. So far as the British Government is concerned the f. o. b. prices per pound were: Ox beef, good average, 5½d. (11½ cents at normal exchange); fair average, 5½d. (10½ cents); cow beef, first quality, 5½d. (11 cents); mutton, 5½d. (11 cents).

Patagonia.—Contract entered into January, 1917, purchasing the year's output of mutton and lamb. The contract was renewed in February, 1918, to cover the output for that season, and has since expired. Made with Swift Beef Co. (Ltd.), South American Export Syndicate (Ltd.), Duncan Fox & Co., Rough & Co. (Ltd.), and Weddel & Co. (Ltd.). The prices per pound, f. o. b., were: First and second grade mutton, 5½d. (10½ cents); lamb, 6½d. (12½ cents).

Australia.—Agreements were entered into in February, 1915, with the State governments of Queensland, New South Wales, Victoria, and South Australia for the purchase of their exportable surplus of meat, and were subsequently extended to cover the Northern Territory, Western Australia, and Tasmania. The prices were revised as from August 18, 1916, and the leading rates per pound, f. o. b., have since been: Ox

beef, good quality, 4½d. (9½ cents); cow beef, good, 4½d. (9½ cents); mutton, wethers, 5½d. (10½ cents); ewes, 5d. (10 cents); lamb, good, 6½d. (12½ cents). These contracts will expire three months after the official notification of the termination of the war.

New Zealand.—An agreement was entered into with the New Zealand Government in February, 1915, for the purchase of the exportable surplus of meat. The prices were revised in respect of the 1917 season, and the leading rates per pound, f. o. b., have since been: Ox beef, prime, 5d. (10 cents); cow beef, prime, 4½d. (9½ cents); mutton, first wethers (72 pounds and under), 5½d. (11½ cents); first ewes, 4½d. (9½ cents).

## SOUTHERN MARKETS

## New Orleans.

(Special Wire to the National Provisioner.)

New Orleans, La., Jan. 29.—Prime crude cottonseed oil steady at 19c bid, 20c asked; basis prime, 18½c f. o. b. mill; special terms. Good 7 per cent meal firm and scarce, \$74 New Orleans. Off meal, \$8.50 per unit of ammonia. Loose hulls, \$9.75; sacked, \$14, New Orleans.

## Memphis.

(Special Wire to the National Provisioner.)

Memphis, Tenn., Jan. 29.—Basis prime crude cottonseed oil steady, at 18½c. Seven per cent good meal, \$70. Bulk hulls strong, \$10.00@10.50; sacked, \$15.

## EXPORTS OF COTTONSEED OIL.

Exports of cottonseed oil in December, according to government estimates, were 10,787,770 lbs., compared to 11,875,368 lbs. in December, 1918. For the twelve months ending with December cottonseed oil exports aggregated 193,133,751 lbs., compared to 119,067,376 lbs. in the same period of 1918.

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# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Consuming Demand Quiet, Markets Easier, Export Call Slow, Cotton Oil Fairly Active, Crude Oil Strong.**

The feature in the cottonseed oil market the past week has been the continued absence of consuming demand, both domestic and export, and a gradual weakening in prices. Speculative interest has been only moderately active, but there has been enough pressure on the list to force prices down until the market showed losses of  $1\frac{1}{4}$  to  $1\frac{1}{2}$ c a lb. from the high levels of the month. Sentiment has been more or less bearish and the selling rather general, although in a small way. Liquidation has been in evidence, and stop loss orders were uncovered at times, while some of the selling has come from the South, the West and Wall Street. The professional element have pressed the market freely on all appearances or signs of weakness. The latter selling has been mainly influenced by the slow movement of oil into consuming channels and the signs of a general weakening in the entire grease situation.

The Western lard market developed decided weakness, prices selling off over 2c a lb. from the high of the month, while tallow continued heavy and compound lard trade slow. The demand for compound lard has been materially curtailed by the

fact that pure lard is underselling the substitute, but compound quotations have been very firmly held, and it has been contended that prices would not be reduced as long as crude cotton oil maintained the present levels.

On the break there was quite heavy covering of shorts and throughout the week there has been constant support through refiners' brokers. The latter buying has been very influential in preventing a serious slump in prices. The developments of the week were more or less bearish. With lard steadily declining and with foreign exchange rates completely demoralized, it is hardly probable that there will be any immediate resumption in foreign buying. The English government, it was reported, would cut provision purchases 25 per cent in February and reduce March purchases 50 per cent. Domestic consuming trade remains very slow, stocks are accumulating, and already considerable talk is heard of a heavy carryover this year.

The crude market was slightly easier, but the undertone was strong. Prices declined about  $1\frac{1}{4}$ c a lb., with sales in the Southeast at the  $1\frac{1}{2}$ c level. Offerings however are very light, and as a result the market has been dull and without feature. It was stated that owing to the high prices paid for seed this year the South was will-

ing to gamble on their crude hoping for a marked improvement in consuming demand later in the season. The official monthly crop report showed the value of cottonseed per ton on Dec. 15th ranging from \$79.60 in Georgia, to \$59.30 in Oklahoma. Below is a table giving the seed crop and comparisons and seed values on Dec. 15th in the various states:

	Seed produced, tons		(000 omitted)			Value, per ton
	1919.	1918.	1917.	1919.	1918	
N. C.	388	399	273	\$76.40	\$67.80	
S. C.	655	698	550	78.70	68.00	
Ga.	760	944	847	79.60	68.00	
Ala.	318	356	230	76.90	67.50	
Miss.	421	546	402	63.40	65.50	
La.	133	261	284	68.60	61.00	
Tex.	1,203	1,201	1,390	58.60	63.20	
Ark.	369	439	432	64.50	64.80	
Tenn.	133	147	107	63.40	65.00	
Okl.	414	257	426	50.30	61.00	
U. S.	4,929	5,357	5,040	\$60.07	\$65.05	

The value of the seed crop this year is placed at \$336,752,000, against \$349,749,000 last year and \$333,550,000 two years ago.

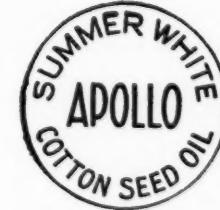
Deliveries on January contracts for the month amounted to only 5,300 barrels. Thursday was the first tender day for February contracts, but no important deliveries are anticipated and it is generally believed that the open interest in the February option is of small proportions. Considerable switching between oil and lard has been going on. A large amount of this switching was done at 2c a lb., and on Wednesday the difference narrowed to  $1\frac{1}{2}$ c a lb., whereas in normal times the difference was from  $3\frac{1}{2}$ c to 4c a lb. Commission houses have been advising the sale of cotton oil and the purchase of lard as



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a "hedge," and many of the local professionals have done a great deal of this switching for themselves. The weakness in the lard market has been more or less due to more active "hedge" pressure on the part of packers, and to the very disappointing cash demand which is resulting in continued accumulations in stocks.

Export clearances have been slightly larger. The outward movement from New York this month has totaled about 28,000 bbls. A considerable portion of this was destined for Italy, and reflects Italian purchases of cotton oil as a substitution for the material shortage of olive oil. The olive oil crop in the three principal producing countries, Italy, France and Spain is materially below that of a year ago, and liberal buying of cotton oil has been expected to partly relieve this shortage, but the breaking of foreign exchange rates on these countries to new low records has undoubtedly worked against export business.

There were no important developments in the vegetable oil markets the past week. Trade has been more or less of a hand to mouth character. In some quarters it was claimed that large interests have secured their immediate needs and were inclined to hold off and await developments. Notwithstanding the quieter demand prices have been very steadily held in practically all quarters. Offerings are not large, but speculative demand is checked by the easier tone in tallow, lard and cottonseed oil, and export business is out of the question, owing to the present foreign financial situation. As yet there have been no developments in the proposed \$150,000,000 food relief credit, but in most quarters favorable action is anticipated as the President is said to be extremely in favor of the measure and the possibilities are that

part of this money will go toward the purchase of fats and oils.

SOYA BEAN OIL.—The market has been rather quiet but steady. Consuming demand remained dull with indications that large interests have secured their requirements for the time being. Demand for January shipment from the coast continued and sellers' tanks were held at 17½c while February shipment was quoted 17@17½c. Soya bean on the spot at New York quoted at 18½@19c while deodorized was 22c nominal.

PEANUT OIL.—The market was dull and without feature. Offerings were limited but demand was quiet. Prices, however, were steady. Deodorized at New York was quoted at 27½@28c and domestic crude nominal. Oriental in sellers' tanks from the coast 23½@24c.

CORN OIL.—The market is very slow and steady. Demand for both crude and refined is for immediate needs. Crude was quoted at 20@20½c and refined nominal.

COCOANUT OIL.—Demand from consumers is less active but the market is well held. Offerings are limited. Demand for Manila is slow with prices quoted at 18½@18½c in sellers' tanks. Deodorized at New York 22@22½c. Ceylon bbls., 19@19½c and Cochin, 20½@21c. Copra at New York, 12c nominal.

PALM OIL.—The market was firm with a continued fair demand. Largoos in casks were quoted at 18c, nigger at 16½c, and palm kernels, bbls., 21c.

COTTON SEED OIL.—Market transactions:

Thursday, Jan. 22, 1920.

Market weak.

	Range			Closing	
Spot	Sales	High	Low	Bid	Asked
Jan.	2100	a	2175		
Feb.	2158	a	2175		
Mar.	2150	a	2175		
May	3200	2190	2170	2173	a 2175
June	5000	2235	2213	2222	a 2225
July	4500	2238	2223	2232	a 2233
Aug.	4500	2238	2223	2232	a 2245
Total sales, \$19@20.	13,900. Prime Crude S. E.				

Friday, Jan. 23, 1920.

Market weak.

	Range			Closing	
Spot	Sales	High	Low	Bid	Asked
Jan.	200	2161	2160	2158	a 2175
Feb.	4900	2170	2160	2170	a 2175
May	5400	2212	2208	2220	a 2224
June	100	2225	2225	2225	a 2240
July	4200	2236	2218	2234	a 2238
Aug.	4200	2236	2218	2234	a 2255
Total sales, \$19@20.	5,300. Prime Crude S. E.				

Saturday, Jan. 24, 1920.

Market dull.

	Range			Closing	
Spot	Sales	High	Low	Bid	Asked
Jan.	100	2183	2183	2199	a 2210
May	2700	2250	2235	2247	a 2249
June	1500	2265	2259	2260	a 2262
Aug.	1500	2265	2259	2260	a 2275
Total sales, \$19@20.	6,800. Prime Crude S. E.				

\$19.50 sales.

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Monday, Jan. 26, 1920.

Market closed dull and weak.

	Range			Closing	
Spot	Sales	High	Low	Bid	Asked
Jan.	100	2191	2191	2125	a 2190
Feb.	400	2191	2180	2185	a 2188
May	4100	2255	2225	2229	a 2231
June	2700	2256	2231	2238	a 2242
Aug.	2700	2256	2231	2238	a 2242
Total sales, \$19.50.	6,800. Prime Crude S. E.				

\$19.50 sales.

Tuesday, Jan. 27, 1920.

Market closed weak.

	Range			Closing	
Spot	Sales	High	Low	Bid	Asked
Jan.	100	2131	2131	2126	a 2140
Feb.	4200	2180	2167	2166	a 2167
May	5900	2220	2206	2210	a 2212
June	4400	2230	2217	2220	a 2222
Aug.	100	2235	2235	2220	a 2250
Total sales, \$19.50.	15,100. Prime Crude S. E.				

\$19.50 sales.

Wednesday, Jan. 28, 1920.

Market closed weak.

	Range			Closing	
Spot	Sales	High	Low	Bid	Asked
Jan.	2075	a	2150		
Feb.	5700	2158	2151	2155	a 2157
May	12900	2204	2195	2198	a 2200
June	3600	2216	2209	2211	a 2213
Aug.	3600	2216	2209	2211	a 2230
Total sales, \$19.50.	22,200. Prime Crude S. E.				

\$19.50 sales.

SEE PAGE 33 FOR LATER MARKETS.

**ROGERS BROWN CHICAGO OFFICES.**

Rogers Brown & Company, importers of soya bean oil, China wood oil, and all other Oriental products, have recently moved their offices from the Insurance Exchange Building to Room 417, Conway Building, Chicago. This move was occasioned by the rapid growth of this company, who now have in the Conway Building five times their former space. Mr. V. H. Hunter, former sales manager of Spencer Kellogg & Sons, Inc., Buffalo, has joined this concern and has taken charge of the paint and varnish division of the business. Mr. Hunter is very well known to the paint and varnish trade. The company also announces the addition of Mr. Fred Newman, former buyer of oils, tallow and greases for the N. K. Fairbank Company, Mr. Newman having charge of certain branches of the oil work. Mr. Newman was with the N. K. Fairbank Company for a great many years, and his knowledge of the operating end of the soap and compound business will be of value to their organization.

The phenomenal growth of this concern within the last few years indicates the growth of the use of Oriental products in this country, as well as the use of American-made products in the Orient. Rogers Brown & Company were incorporated in 1915 at their main office at Seattle, Wash. Offices were opened at Chicago and Los Angeles. At that time the Chicago office consisted of one representative and one stenographer, who handled the entire territory east of the Rocky Mountains. The Chicago office now employs thirty people, and the company has since opened up a New York office at 46 Cedar street, which has about the same number. They have also opened up a San Francisco office, as well as many new offices in the Far East.

**COMPLETE**

FOR THE PRODUCTION OF VEGETABLE  
OILS, PLANTATION OILS, COMPOUND, SALAD  
OILS, MARGARINE, TALLOW AND LARD OILS.  
DISTILLATION OF FATTY ACIDS.

**INSTALLATIONS**

PACKING HOUSE

BY-PRODUCTS

Engineering Specialists

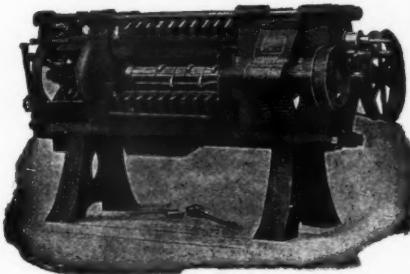
608 S. DEARBORN ST., CHICAGO, ILL.

of PLANTS

# THE ANDERSON OIL EXPELLER

A New Departure in the Oil Pressing Business

Can be used for COTTON SEED, PEANUT or SOYA BEAN Pressing

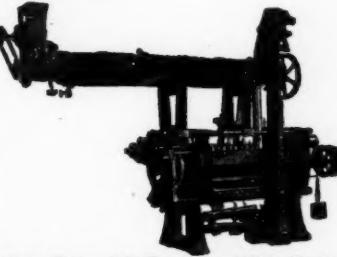


The Anderson Oil Expeller.

BETTER THAN HYDRAULIC PRESS

because of

1. Superior quality of oil and cake or meal.
2. Great saving in cost of production.
3. Greater simplicity in method of manufacturing.



Manufactured by

THE V. D. ANDERSON COMPANY

Cleveland, Ohio, U. S. A.

Side Drive Oil Expeller, With Feet  
Elevator and Tempering Apparatus.

### LABELING NUT OLEOMARGARINE.

Under the provisions of the oleomargarine law of August 2, 1886, enforced by the Bureau of Internal Revenue, Treasury Department, oleomargarine prepared from nut oils is required to be labeled with the term "oleomargarine." Many of these products bear a secondary labeling, indi-

cating that they owe their fat content exclusively to nut oils. The labeling of oleomargarine with any statement, design, or device indicating the fat content to be derived from nuts is considered as misbranding, if cottonseed oil, soy bean oil, or other oils not derived from nuts are used in whole or in part.

### ANALYSES SHOW BAD QUALITY OIL.

Nearly 20c per Gallon Loss Shown in the Past Month.

(Special Letter to The National Provisioner from the Fort Worth Laboratories.)

Fort Worth, Tex., Jan. 28, 1920.—The present season is one that will be long remembered by the oil mills. Bad seed, high prices, and a rapidly fluctuating market all contribute to making this an exceptional season. These conditions make it necessary for the mills to keep close watch on operating conditions, and most of the mills are doing this. The mills are watching their seed and oil as never before.

The necessity of watching the quality of oil can best be illustrated by the fact that with crude oil at 20c per pound, the claim on the average oil analyzed by us in the

## HARDENED EDIBLE OILS MADE FROM VEGETABLE OILS OF ALL KINDS

Oils Hardened to Order

The American Oil Treating and Hardening Co.  
CINCINNATI, OHIO, U. S. A.

# MITSUI & CO., LTD.

Mitsui Bussan Kaisha Ltd.

Offices in Every Important City in the World

DIRECT IMPORTERS FROM

JAPAN—CHINA—INDIA

### OIL

SOYA BEAN OIL  
PEANUT OIL  
COCONUT OIL  
RAPESEED OIL  
CHINA WOOD OIL  
JAPAN VEG. WAX  
CHINESE VEG. TALLOW  
WHITE GREEN  
CHINESE ANIMAL TALLOW

### RICE

SIAM GARDEN RICE  
SIAM RICE NO. 1  
SIAM USUAL RICE  
SAIGON RICE NO. 1  
SAIGON PYCHOW RICE NO. 1  
CALCUTTA PATNA RICE NO. 1  
RANGOON SQ. RICE

### BEANS

MARU-UZURA—CRANBERRY ROUND  
CHUNAGA-UZURA—MEDIUM SPECKLED  
CHUFUKU—WHITE FLAT  
DAIFUKU—LARGE BUTTER  
DAINAGON—MEDIUM BABY RED  
KOTENASHI—PEA BEANS  
KUMAMOTO—WHITE KIDNEY  
KINTOKI—LARGE RED  
MUROINGEN—MEDIUM BUTTER  
NAGAUZURA—LONG SPECKLED  
OHTENASHI—MEDIUM PEA BEANS  
PEA BEANS  
SHIROMARU—MARROW  
SOYA  
RANGOON WHITE



### PRODUCE

EGG ALBUMEN  
EGG YOLK  
DRIED GINGER  
CASSIA  
MUSTARD SEED  
SESAME SEED  
POPPY SEED  
AJOWAN SEED  
POTATO FLOUR  
TAPIOCA FLOUR  
BEAN FLOUR  
RICE FLOUR  
PEANUTS—  
SHELLED AND UNSHELLED  
WALNUTS  
BEAN CAKE  
CRAB MEAT  
DRIED FISH  
CANNED FISH

MITSUI & CO., LIMITED

65 BROADWAY

NEW YORK

OIL DEPT.

TEL. BOWLING GREEN 7520

PRODUCE DEPT.

past month, basis flag settlement, neglecting the 12 red color limit, would be 2.60c per pound, equivalent to 19.95c per gallon. This fact vividly illustrates the bad quality of the oil.

Cake analyses for the past month:

	No. samples.	Moist.	Ammonia.
Average all mills.....	892	9.00	8.41
Best average results.....	...	8.44	8.72
Worst average results.....	...	8.50	7.04
Average this month last year.....	742	8.42	8.39
Annual average last year.....	4,633	8.06	8.17
Protein.		Oil. Standard	
Average all mills.....	43.25	6.60	.79
Best average results.....	44.83	5.89	.65
Worst average results.....	40.80	9.75	1.10
Average this month last year.....	43.13	6.10	.73
Annual average last year.....	41.99	6.34	.78

Hull Analyses:

	No. samples.	Whole seeds	Oil in
	samples and meats.	seed.	hulls.
Average all mills.....	273	.11	.77
Best average results.....	...	...	.36
Worst average results.....	...	.32	1.10
Average this month last year.....	197	...	.53
Annual average last year.....	1,391	.07	.61
Loss per			
	ton	seed.	Standard.
Average all mills.....	.76	.21	2.3
Best average results.....	.40	...	1.7
Worst average results.....	1.21	.57	3.3
Average this month last year.....	.57	.05	1.5
Annual average last year.....	.76	.16	2.3

Seed Analyses:

	No. samples.	Moist.	Gal. oil
		per ton.	per ton.
Average all mills.....	228	9.80	38.2
Best average results.....	...	8.85	42.5
Worst average results.....	...	10.45	27.66
Average this month last year.....	102	10.77	35.8
Annual average last year.....	900	8.65	34.8
Lbs. cake Ammonia Percent			
8% amm.	918	3.87	18.00
Average all mills.....	915	3.73	19.77
Best average results.....	905	3.88	13.82
Worst average results.....	909	3.88	17.12
Average this month last year.....	1,020	4.24	16.77
Annual average last year.....	1,029	4.53	16.77

Oil Analyses:

	Refining	Fatty
No. samples.	loss.	Color red.
Average all mills.....	388	17.8 13.3 5.2
Best average results.....	...	7.5 4.8 1.6
Worst average results.....	...	44.9 32.0 17.0
Avg. this mo. last yr. 34	10.6	7.1 2.2
Annual avg. last year. 305	10.7	8.0 2.5

MORRIS ANNUAL REPORT.

(Continued from page 21.)

I am glad that so many of our employees have taken advantage of this profit sharing plan, and hope all will join this year, as we are very anxious to have them as participants in our business, and have already received from them many suggestions for improvements.

"While the prices of all other products have been advancing, ours are the outstanding exceptions, the wholesale prices on meats being 32% less than last spring, and we are in this respect on a sound pre-war basis, more so, no doubt, than any other industry. Our inventory is priced at all times on actual market values. During the past year we have advanced wages about 20%.

"We are at the present time moving into our new offices, which have been equipped throughout with new furniture, and will give us adequate room for expansion. We will have a school room thoroughly equipped for the office boys and girls, one of the finest restaurants in the city, summer garden and promenade on the roof, and a new garage close to the office for the convenience of the employees.

"I am also glad to report the progress made by our Plant Welfare Department,

THE NATIONAL PROVISIONER

as over 200 of our foreign-born employees have, through the influence of this department, taken out their first papers as American citizens. All employees working on edible products are thoroughly examined by our medical corps before starting to work, and are under their surveillance constantly thereafter.

"In addition to the monthly magazine issued by the office, we have started a

plant paper at all of our plants, which is contributed to by plant men and women, and has had the effect of bringing about a better and closer feeling.

"I take this opportunity of thanking our many employees for their splendid co-operation during the year, and I am quite hopeful that with conditions nearly normal, the coming year will be a good one for us."

## BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES

Wynantskill Mfg. Company  
TROY, N. Y.

## DURABILITY.



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PORK AND BEEF PACKERS AND PROVISION DEALERS  
IOWA, ILLINOIS AND DAKOTA  
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

The position of the provision market at the close of the week is mixed. After making new low levels for the movement, prices rallied a little for futures. Hogs have declined from the high point at the beginning of the week. Pressure has been most pronounced in lard and opinions have been expressed that manufacturing interests were endeavoring to dislodge certain speculative interests. A report from here that the new finance minister will handle the provision imports through his bank was construed both bullishly and bearishly. Hogs have been in fairly liberal supply. Hedging operations by packing interests have continued and the trade expectation seems to be for a further increase in stocks at the end of the month. Today the market was dull and steady with hogs a shade easier.

### Cottonseed Oil.

Oil, after showing pronounced weakness all week, has steadied a little at the close today; the market was quiet and barely steady with sentiment locally very bearish. Selling was heavy influenced by the break in lard to new low levels and disappointing position in compound lard. Prices are off about 1@½ cent from the high month with selling the past day or two by the West, South and Wall Street. The premium on compound lard and Western lard have had considerable bearish effect. Considerable selling of cottonseed oil continues against purchases of Western lard. Crude oil has been quiet and heavy with the decline in futures. Export interest is reported very light with not much possibility of demand owing to the weakness in exchange.

Closing quotations on Friday: March, \$21.56@21.74; May, \$21.92@21.96; July, \$22.10@22.15.

### Tallow.

Market dull. City special loose quoted at 16@16½c.

### Oleo Stearine.

Market quoted at 21½@22c. Offered at Chicago at 21c. Extra oleo oil at 29c.

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, Jan. 30, 1920.—Spot lard at New York, prime Western, \$23.10@23.20; Middle West, \$22.95@23.05; city steam, \$22.50; refined continent, \$26.50; South America, \$26.75; Brazil kegs, \$27.75; compound, 24½@25c.

### Marseilles Oils.

Marseilles, Jan. 30, 1920.—Copra, fabrique, —fr; copra, edible, —fr; peanut, fabrique, —fr; peanut edible, —fr.

### Liverpool Produce Markets.

Liverpool, Jan. 23, 1920.—(By Cable.)—The British government has control of the market and no quotations are available. Australian tallow at London, 115s.

### Hull Oil Markets.

Hull, England, Jan. 30, 1920.—(By Cable.)—Refined cottonseed oil, 122s.; crude, 115s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Jan. 30, 1920, show exports from that country were as follows: To England, 62,934 quarters; to the Continent, 22,968 quarters; to other ports, none. The previous week's exports were as follows: To England, 54,698 quarters; to the Continent, 133,840 quarters; to other ports, 42,120.

## PACKERS' PURCHASES

Purchases by packers at leading centers for the week ending Jan. 24, 1920, are reported as follows:

### Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,608	22,600	15,603
Swift & Co.	8,875	24,400	15,147
Miller & Co.	6,458	21,200	15,147
Wilson & Co.	5,636	20,000	6,708
Anglo-Amer. Pkg. Co.	503	13,000	—
G. H. Hammond Co.	4,983	13,400	—
Libby, McNeill & Libby	1,357	—	—
Brennan Pkg. Co.	6,400	hogs; Miller & Hart, 4,600	—
Independent Pkg. Co.	4,500	hogs; Boyd, 5,000	—
Lamham & Co.	10,000	hogs; Western Pkg. & Pov. Co., 18,300	hogs; Roberts & Oake, 7,500
Davies Co.	2,700	hogs; others, 18,000	hogs.

### Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	4,146	12,217	4,100
Swift & Co.	4,435	17,192	5,881
Cudahy Pkg. Co.	7,477	19,400	7,611
Armour & Co.	6,060	20,588	6,368
J. W. Murphy	18,002	—	—
Swartz & Co.	1,025	—	—

### Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,309	13,437	3,885
Fowler Pkg. Co.	1,015	—	676
Miller & Co.	4,675	10,743	4,087
Swift & Co.	5,395	12,347	5,771
Cudahy Pkg. Co.	4,014	10,300	5,064
Morris & Co.	4,672	13,368	2,963
Others	376	203	33

### St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	5,988	10,755	2,890
Swift & Co.	6,224	12,843	2,189
Armour & Co.	6,783	10,921	2,916
East Side Pkg. Co.	398	—	—
Independent Pkg. Co.	939	—	75
American Pkg. Co.	175	—	—
Krey Pkg. Co.	164	—	—
Others	760	—	753

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Jan. 24, 1920:

### CATTLE.

	Cattle.	Hogs.	Sheep.
Chicago	34,971	—	—
Kansas City	25,782	—	—
Omaha	22,016	—	—
East St. Louis	22,746	—	—
St. Joseph	16,000	—	—
Sioux City	8,300	—	—
Cudahy	1,033	—	—
South St. Paul	13,559	—	—
Philadelphia	2,044	—	—
New York and Jersey City	7,918	—	—
Oklahoma City	4,185	—	—

### HOGS.

	Cattle.	Hogs.	Sheep.
Chicago	188,300	—	—
Kansas City	66,220	—	—
Omaha	69,091	—	—
East St. Louis	34,533	—	—
St. Joseph	10,000	—	—
Sioux City	36,472	—	—
Cudahy	26,278	—	—
Cedar Rapids	16,196	—	—
Ottumwa	13,495	—	—
South St. Paul	49,491	—	—
Philadelphia	10,374	—	—
New York and Jersey City	31,073	—	—
Oklahoma City	6,429	—	—

### SHEEP.

	Cattle.	Hogs.	Sheep.
Chicago	45,962	—	—
Kansas City	22,636	—	—
Omaha	22,499	—	—
East St. Louis	9,309	—	—
St. Joseph	20,100	—	—
Sioux City	7,120	—	—
Cudahy	269	—	—
South St. Paul	5,556	—	—
Philadelphia	6,008	—	—
New York and Jersey City	22,707	—	—
Oklahoma City	38	—	—

### TO STIMULATE HOG PRODUCTION.

Officials of Armour & Company have approved plans for a swine production campaign in the Inland Empire in which thousands of dollars will be invested by the company in the free distribution of brood sows. The campaign will extend over a period of years and is designed ultimately to more than treble the production of hogs in the farming country tributary to Spokane. Announcement of details of the campaign was made by J. M. Van Kleek, general manager at Spokane for Armour & Company, before members of the industrial committee of the chamber of commerce. Full endorsement of the campaign was accorded by the committee and a meeting of representatives of 11 civic and business organizations was called to outline ways by which the business and industrial interests of the city may co-operate in the swine production drive.

## RECEIPTS AT CENTERS

SATURDAY, JAN. 24, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	2,300	11,000	2,000
Kansas City	500	2,000	500
Omaha	800	7,000	400
St. Louis	200	7,500	400
St. Joseph	800	4,500	700
Sioux City	1,500	6,000	1,000
St. Paul	400	1,600	500
Fort Worth	400	1,200	1,000
Milwaukee	—	200	—
Denver	100	200	2,500
Louisville	100	600	100
Wichita	100	300	—
Indianapolis	500	8,000	100
Pittsburgh	100	2,300	400
Cincinnati	300	2,800	100
Buffalo	100	5,500	3,000
Cleveland	200	2,500	1,000
Nashville, Tenn.	100	2,000	—
Toronto	1,100	200	2,500

MONDAY, JAN. 26, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	47,000	8,000
Kansas City	18,000	18,000	12,000
Omaha	9,000	12,000	5,000
St. Louis	5,000	14,000	1,500
St. Joseph	3,500	13,000	2,000
Sioux City	3,500	8,000	2,500
St. Paul	2,000	7,000	3,000
Oklahoma City	2,300	600	—
Fort Worth	2,000	2,000	100
Milwaukee	100	900	—
Denver	2,200	1,700	5,300
Louisville	900	1,800	100
Wichita	2,000	1,200	100
Indianapolis	800	7,000	200
Pittsburgh	700	4,000	1,400
Cincinnati	1,300	8,200	100
Buffalo	2,000	9,000	3,500
Cleveland	800	6,000	2,000
Nashville, Tenn.	600	5,000	—
Toronto	4,000	4,000	600

TUESDAY, JAN. 27, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	57,000	12,000
Kansas City	11,000	17,000	11,000
Omaha	11,500	20,000	11,000
St. Louis	3,600	11,000	1,900
St. Joseph	3,500	14,000	3,000
Sioux City	3,500	12,300	1,000
St. Paul	1,800	9,000	1,000
Oklahoma City	900	400	—
Fort Worth	1,500	800	200
Milwaukee	600	4,000	100
Denver	700	1,000	4,200
Louisville	300	1,700	100
Wichita	800	600	—
Indianapolis	300	9,000	200
Pittsburgh	—	1,500	300
Cincinnati	500	3,000	200
Buffalo	500	3,500	100
Cleveland	200	2,000	100
Nashville, Tenn.	300	4,000	100
Toronto	2,200	500	800

WEDNESDAY, JAN. 28, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	7,500	20,000	10,000
Kansas City	8,000	12,000	6,000
Omaha	9,000	14,000	12,500
St. Louis	4,800	24,000	1,500
St. Joseph	4,000	15,000	4,000
Sioux City	2,700	12,000	1,200
Oklahoma City	600	3,000	—
Fort Worth	1,500	1,600	—
Milwaukee	300	2,500	100
Louisville	200	2,000	100
Wichita	600	1,800	—
Indianapolis	1,000	15,000	600
Pittsburgh	100	2,500	1,000
Cincinnati	100	8,000	200
Buffalo	800	8,000	200
Cleveland	300	2,500	2,000
Nashville, Tenn.	400	3,000	100
Toronto	2,200	500	800

THURSDAY, JAN. 29, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	47,000	13,000
Kansas City	4,000	7,000	1,500
Omaha	5,500	18,000	8,500
St. Louis	2,000	13,500	1,100
St. Joseph	2,000	8,000	1,500
Sioux City	2,500	12,000	800
St. Paul	2,000	6,600	1,800
Oklahoma City	400	3,500	500
Fort Worth	1,000	10,000	400
Milwaukee	500	2,500	—
Louisville	300	1,000	—
Nashville	200	2,800	—
Cincinnati	1,100	9,000	300
Oklahoma City	1,600	1,000	300
Fort Worth	1,700	1,500	—
Wichita	500	700	—
Denver	800	2,600	5,200
Toronto	900	800	100

FRIDAY, JAN. 30, 1920.

	Cattle.	Calves.	Sheep.	Hogs.
Chicago	8,000	28,000	8,000	—
Kansas City	2,000	3,000	500	—
Omaha	3,500	7,500	3,000	—
St. Louis	1,500	13,500	800	—
St. Joseph	1,000	6,000	1,500	—
Sioux City	1,800	9,500	1,500	—
St. Paul	2,500	12,000	2,400	—
Oklahoma City	1,200	100	—	—
Fort Worth	1,000	2,000	—	—
Milwaukee	200	1,000	—	—
Indianapolis	1,100	13,000	200	—
Pittsburgh	100	2,600	500	—
Cincinnati	600	8,100	100	—
Buffalo	400	5,100	4,100	—

WEEKLY RECEIPTS TO JAN. 24, 1920.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	4,362	4,491	14,016	12,558
New York	931	1,003	3,905	18,515
Central Union	2,625	824	4,006	—
Totals	7,918	6,408	22,707	31,073
Totals last week	8,910	10,233	27,518	35,308

NEW YORK LIVESTOCK

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

PACKER HIDES quiet. Offerings of packer hides are being made at former figures but it is thought that some few selections could be obtained at a slight reduction on bids. Heavy native steers are quoted at 41c asked, but tanners feel confident they can obtain same at 40c; light native cows are being offered at 41c. Tanners are for their part showing a little more interest and some trading is expected. Heavy native steers quoted nominal at 40c; light native steers and ex-lights 41c asked still; heavy Texas 34c last paid; light Texas 34c last paid; ex-lights 33c nominal; butts 34c; Colorados 33c last paid; branded cows 32c slow; heavy cows 40c nominal; light cows 41c asked; native bulls 33@35c as to salting, etc.; branded bulls 28@30c.

COUNTRY HIDES quiet. Market is fairly steady again with trade marking time awaiting developments. Quite a few offerings of hides are made from country sources, sellers soliciting bids. Prominent operators look for the situation to clear shortly and be followed by a healthy business. In the meantime it looks like a 40c market on late receipt extremes with better quality goods nominally valued as high as 43c for business. Sellers are talking from 41@43c. Buffs similarly are held at 31@33c with offerings reported in the Eastern market at 30c for poor quality goods. Tanners believe they could buy locally at 30c on a bid. All weight hides in originating sections are quoted at 31@33c for business. Locally buffs are quoted at 30@31c for current goods; extremes 40@41c; heavy steers 35@37c; heavy cows 30@31c; branded hides 24@25c; country packer brands 30@31c; country bulls 27@28c and country packer bulls 31@33c as to salt; glue hides 15@17c.

NORTHWESTERN HIDES—No trading reported; offerings are being made from the northwestern section on a steady basis, but counter bids are solicited in numerous cases. Extremes are quoted widely from 40@43c as to lot, salting, etc.; buffs similarly quoted from 30@33c. All weights 31@33c; bulls 26@28c; kipskins 45@50c as to lot; calfskins 70@72½c; horsehides \$13.00@14.00.

CALFSKINS—Market is quiet; tanners are holding off and local offerings are small anyway. City calf are quoted at 80c nominal; packer skins same; outside cities 75@77½c; countries 70@75c nominal. City and packer kipskins slow, 52c nominal, 55c and better asked. Recent rumors of business at 52c unconfirmed. Outside cities 45@50c; countries 40@45c. Country deacons \$4.00@4.50 slow.

DRY HIDES quiet and easy in line with imported drys, offerings of which are quite large and which market is off a half cent today; Western butcher and fallen heavy hides are quoted at 44@45c flat for trim and lights at 47c nominal.

HORSEHIDES unsettled and weak; offerings are more ample and tanners show less interest. Tanners' ideas are pitched around \$12.50@13.00 for country hides, while sellers talk a full dollar more than these figures. Renderers' hides quoted at \$15.00@15.50 nominal; ponies and glues half rates. Calfskins \$1.00@1.50.

SHEEP PELTS quiet; packer sheepskins are quoted at \$4.25 nominal; dry pelts 44@48c; pickled skins strong at \$15.00@20.00 dozen as to class, etc. Common goatskins \$2.25@2.30; angoras \$3.00@3.20.

HOGSKINS quiet at \$1.00@1.50 for regular country run with rejected pigs and glues out at half price. Pigskin strips 11@11½c; No. 2 strips 9½@10c; No. 3 strips 6@7c.

### New York.

PACKER HIDES quiet and waiting; New York packer native steers are quoted at 40c nominal; native cows 41c; butts

24c; Colorados 33c; bulls 35c last paid; spready native steers 44c last paid for January-February.

COUNTRY HIDES—The situation is steady; a car of country buffs sold at 31c in New York for current goods; other offerings are made there at 30@31c for current stocks as to grubs, hair, etc.; extremes are offered from 41@43c asked with tanners reducing their ideas to 40c for business.

CALFSKINS—New York City trimmed skins are quoted at \$8.00, \$9.00 and \$10.00 last paid, market nominally unchanged. Tanners are interested but slightly in present offerings, but long distance future looks fairly firm.

HORSEHIDES—Boston has been reporting movement in renderers' horsehides at \$15.00; mixed lots \$14.00 nominal for business; countries \$13.00 nominal; butts \$4.50 last paid; fronts \$12.00 last paid.

IMPORTED DRY HIDES—The market is weak with sales at a half cent reduction; another lot of 5,000 Bogotas sold, this time at 45c, or a half cent off, and 1,000 Puerto Cabellos moved at 44½c, or basis of 45c for Bogotas. Tanners believe they can obtain further supplies of drys on this basis. Unsold quantities in the Eastern, etc., markets are quite large but comprise the bulk of unsold world's goods. Some B. A. kipskins are offered at 60c for 5/6 kilos compared with 58c last paid; former trading rate considered nearer the market for business.

IMPORTED WET SALTED very quiet, offerings small owing to light kill; no trading for several days. Frigorifico steers are quoted at \$92.00 Arg. gold last paid and \$94.00@95 asked; the advanced asking rates limit movement; South Americans are much above domestic hide prices even allowing for the difference in quality.

### INSTITUTE A. M. PACKERS.

(Continued from page 21.)

and speakers representing the Institute have addressed various gatherings on subjects affecting the industry, but it is planned promptly to systematize and extend efforts of this sort by adding a "Special News Service and Publicity Department for Women" and a "Speaker's and Lecturer's Bureau."

Furthermore, the activities in connection with the "Service for Retailers" are being intensified and broadened greatly. It is proposed also to add permanent displays for exhibitions and, in brief, to continue to take advantage of all feasible means of conveying information. Suggestions along this line coming from individual members will be warmly appreciated.

#### Livestock and Other Committees.

The Committee to Confer with Livestock Producers, under the chairmanship of Mr. Thomas E. Wilson, having before it the important matter of securing a better understanding on the part of the livestock producer of the problems before the meat packer and of co-operating with the livestock producer so far as is possible and desirable, has, during the past few months, accomplished much along these lines.

The Committee to Confer with Retail Dealers and Trade Associations, under the chairmanship of Mr. J. A. Hawkinson, has under consideration a carefully formulated plan of comprehensive nature which, if carried out in its present form, will undoubtedly be of great value to the industry as well as to the public.

The Committee on Finance is, as is evident from the name, a working committee, the activities of which are confined to the interior organization of the Institute.

The other committees—Legal, Traffic,

to Confer with Government Officials, Eradication of Tuberculosis, Packing House Practice and Foreign Relations and Trade—while primarily designed to render effective those clauses in our Constitution having to do with co-operation with the government and improvements in the arts and sciences upon which our industry is based, are the committees which will probably prove to be of most direct, tangible service to the membership of the Institute.

As their names indicate, these committees cover practically every phase of the packinghouse industry and the benefit from their activity which may be derived by members of the Institute, is largely determined by how much is put up to them by the members for settlement or assistance. As at present constituted, they include many of the ablest men in the industry and each member of every committee has been selected because of the member's qualifications to be of expert assistance to his brother members. They are your committees; they stand ready to assist you in solving any perplexing problem; and prompt attention is given to all letters of inquiry sent the Secretary's office for apportionment to the appropriate committee chairman.

The Committee on Foreign Relations and Trade has, during the past few weeks, held several meetings for the purpose of discussing matters of interest to all exporting packers. This committee constitutes a simple and entirely practical means of handling in collective fashion questions concerning export which are properly of collective interest and nature.

#### Packinghouse Queries Answered.

The Committee on Packing House Practice has, during the past few months, answered a large number of queries coming from members on all sorts of subjects. In addition to performing the duties of a Service Bureau for the benefit of the members, this committee is at present working along three distinct lines—the conservation of product, the increased use of machinery rather than manual labor and a standardized system of apportioning manufacturing costs—all of which are of real, vital interest to the industry.

The Traffic Committee took an active part in the distribution of coal during the recent shortage of that essential. While it is entirely fair to say that the Institute as a whole, and indeed the industry as a whole, had much to do with our industry's being awarded by the U. S. Fuel Administration sufficient coal to permit us to operate that part of the packinghouse business which is essentially slaughtering in its nature, it is also well to remember that a sub-committee of the Institute's standing Committee on Traffic worked tirelessly night and day in conference with the railroad officials who had direct charge of the matter of the distribution of coal. In more than one instance, the activities of this sub-committee permitted the continuous operation of plants which would undoubtedly otherwise have been closed because of lack of fuel.

#### FOREIGN EXCHANGE CONDITIONS.

The demoralizing condition prevailing on the foreign exchange market throughout last week was reflected in quotations the early part of this week. Weakness was prevalent on almost all foreign remittances with levels being recorded even lower than previous quotations. Demand sterling closed at \$3.58½, January 26, with a slight rally to \$3.58¾ later in the day; Paris checks sold at \$12.52 and cable transfers at \$12.50; Rome remittances sold down 34 centimes, the check rate declining to 14.52 lire to the dollar; Belgian exchange declined 48 centimes; German marks sold at .0101; and Austrian kronen fell to .0029. Swiss francs and Dutch guilders remain high and firm.

## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to the National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, Jan. 28.

Very few finished beeves are arriving. For instance: on Monday of this week we sold three loads of 1,200-lb. steers at \$16.00 per cwt., but there were only a few loads good enough to bring about \$15.00, and on Tuesday several loads of finished heavy beeves sold at \$16.75, although such sales are really no criterion of the general trade. The bulk of the medium to good "cornfeds" are going from \$12.50@14.00 with fair killers from \$10.50@12.00 and light-weight cheap killers from \$9.00@10.50. A slight improvement took place Monday because of a very moderate Monday run of 18,000 cattle due no doubt to the recent severe snowstorm in many sections of the country, but since Monday the trade has been rather dull. Receipts for the three days totaled approximately 48,000 as compared to 52,463 for the same period a week ago, and unless all signs fail there are a good many people anxious to ship their cattle within the near future because of the apparent lack of encouragement to feed to a better finish.

Mild fluctuations have characterized the trade in butcher stuff of late with a general tendency towards a higher level. In fact, everything in the she-stuff line is selling fully 25c higher than a week ago, while the bull trade is strong and active on everything but the heavy bulls, which are the poorest sellers comparatively. The trade on veal calves has advanced, and good to choice veals are \$1.00 higher than a week ago, while other grades of calves are steady to strong.

January always brings forth liberal receipts of hogs; in fact, sometimes record receipts are hung up. This year, however, while the supply has been liberal, the receipts, for various reasons, have been held well within trade requirements and the market has displayed an advancing tendency due to a decided broadened demand, not only from local sources, but foreign outlet as well. The recent advance culminated in a very high market on Monday, at which time we sold hogs as high as \$16.00, but on Tuesday a 25@50c decline took place, which was a logical reaction after the big advance and today (Wednesday), the trade is ruling steady and rather active at the decline with light and light butcher grades selling from \$15.25@15.50; top, \$15.60; prime heavy, \$15.20@15.30, and good mixed packing grades \$15.00@15.20.

It's pretty hard to tell from one day to another what to expect in the way of a "top" on sheep and lambs. Prices have been advancing during the past few days more rapidly than was ever known with values up to so high a level. With Wednesday's receipts estimated at 9,000 head, early sales look steady to strong as compared with the day before. Anything in the way of feeding stock is simply out of the question and much stock that really should go back to the country for better finish is being taken for slaughter. Present quotations range as follows: Good to prime lambs, \$21.00@21.75; poor to medium, \$19.20@19.50; culs, \$16.50@18.50; good to prime yearlings, \$19.50@20.00; choice aged wethers, \$14.50@15.00; good to prime ewes, \$13.00@13.75; poor to medium, \$12.00@12.75; culs, \$8.00@10.00; feeding lambs, \$18.00@19.00.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Jan. 28

The cattle run for the week ending today approximates 15,500 head, a very

meager offering as compared with previous runs this season. The showing comprised medium and common steer stuff with the percentage of good well fed cattle very small. The steer market was inclined to show considerable activity Monday and Tuesday, a 25c to 50c advance featuring the sales of medium and common kind. Good cattle continue slow and are not in favor but rule generally steady. A lower market Tuesday took off some of the edge and trading was not so active. A few loads were good enough to sell up to \$13.50, but in the main a spread of \$10.50@12.75 caught the steer run. In the butcher classes the first two days of the trading were 50c higher with spots up a dollar. Part of the advance, however, was lost on Wednesday's market. While choice yearlings and heifers are quotable up to \$12.50@14.00 none of these are coming and bulk of sales are clearing around \$9.00@11.50; cows of all kinds until today were 50c higher but 15@25c was taken off Wednesday. Good cows are quotable up to \$12.00 with bulk of sales from \$9.50@11.50. Medium cows \$7.50@9.50, cannery and cutters selling from \$6.00@7.50. Bulls slow but generally steady. Good call for all grade of stockers and feeders at a stronger price range for the week. Best quotable from \$10.50@11.50.

Bad roads throughout the rural sections this week were responsible for very light receipts the first two days. The Wednesday offering included the regular supply along with the accumulation from Monday and Tuesday, but the week to date combined only shows a total of around 89,000 hogs. Light run Monday and Tuesday shot the market 50@60c higher than last week's close but a heavy break was recorded Wednesday and the close with a shade under the windup of last week. There was a top this week of \$16.40 at the high point but the top Wednesday dropped down to \$16.00. Good shipping demand made the market packers being weak patrons of the trade throughout the week. Today's quotations are: Mixed and butchers \$15.65@15.85; good heavies, \$15.30@15.50; rough, \$14.00@14.25; light, \$15.50@15.65; pigs, \$12.50@15.75; bulk, \$15.25@15.75.

Receipts of sheep and lambs continue very light with not enough on sale to supply the demand. Market on lambs and yearlings is reflecting an advance of 75c. The features of the week's trading were two new records, one on yearling wethers at \$19.00 and the other a sale of fed lambs at \$21.00. Sheep manifest an advance of 50c generally. Fat sheep were quotable today from \$12.00@13.25 while yearlings were quotable from \$18.50@19.30. Aged wethers, \$16.00@17.00; cannery, \$5.00@5.50; choppers and bucks, \$6.50@8.00.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Jan. 28, 1920.

Monday the hog market sailed skyward with a 25 to 40 cent advance, opened strong Tuesday reaching \$16.00 early and then collapsed before the close. Today the top price was \$15.45 and bulk \$14.75 to \$15.10. Some butcher cattle and calves were quoted strong to 15c higher, but fat steers were steady. Sheep were 15 to 25 cents higher. Lambs sold up to \$21.00, a new high record price. Receipts today were 8,000 cattle, 12,000 hogs, and 6,000 sheep, compared with 5,000 cattle, 10,000 hogs, and 2,000 sheep a week ago, and 11,500 cattle, 19,500 hogs and 3,895 sheep a year ago. The bulk of the offerings came from adjoining states.

Trade in butcher cattle, calves and stockers and feeders was active at strong

prices, exceptions 10@15c higher. Fat steers sold about steady, although there was no particular snap to the trade. Cows and heifers are selling relatively better than steers and in the steer lines, choice and common fat steers are finding a more ready outlet than the medium classes. The top price for steers thus far this week was \$15.75. Several bunches sold at \$14.50@15.50, and the bulk of the offerings which were short fed grades brought \$11.50@13.00. Very few cows, even of the "canner" class are selling under \$5.75 and cutters range up to \$7.50. Fat cows are bringing \$8.50@12.50. Veal calves are bringing \$8.50@16.75.

The hog market after reaching the \$16.00 level early, Tuesday, tumbled down in the late dealings, and today showed further declines. The top price today was \$15.45 and the bulk of the offerings sold at \$14.90@15.15. Compared with the extreme high point Tuesday the market is 55@75c lower and 40@50c under Monday. The decline was general at all markets. Packers seem to be trying to get prices under the \$15.00 level again.

Six double decks of Colorado lambs sold today at \$21.00, the highest price ever paid in January. The market was quoted 25c higher, and trade was extremely active. Ewes are quoted at \$12.00@13.00; yearlings, \$15.50@17.50; and feeding lambs, \$17.00@18.50.

### OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., Jan. 28, 1920.

An increase in receipts of cattle the early part of this week has been responsible for an easier tone to the trade and the movement has been rather sluggish. Strictly good to choice finished steers or yearlings have been scarce and sold readily at \$13.50@15.00 or not much different from the week previous. The fair to good 1,000 to 1,250 pound steers are somewhat lower than last week at \$11.50@13.25 and it has been a dull and unevenly lower market right along on the shortfed and warmed up steers selling at \$10.00@11.00 and on down. As a rule the cows and heifers have followed about the same course as the fat cattle. Good to choice heifers as stockers selling at \$11.00@12.00 and on up, the bulk of the fair to good butcher and beef stock going around \$9.00@10.50 with cannery and cutters at \$5.50@7.50 and on down. Veal calves at \$10.50@15.50 and bulls, stags, etc., at \$5.50@10.50 have shown very little change lately.

While the run of hogs has been fairly liberal, supplies continue to fall short of this time last year and January receipts will be around 100,000 short of a year ago. The market has shown more fluctuations than usual of late but demand from packers and shippers has been sufficient to absorb all the offerings at prices averaging just a little stronger than the week previous. Weight cuts very little figure at present; it is quantity and quality the buyers are after and the bulk of the hogs sell within a comparatively narrow range. There were approximately 16,500 hogs here today and prices ranged from \$1@30c lower than yesterday. Tops brought \$15.00 as against \$15.15 on last Wednesday and bulk of the trading was at \$14.70@14.95 as against \$14.85@15.10 a week ago.

Sheep and lambs have been coming forward a little more freely of late but the demand is apparently increasing faster than the supply and there has been another 50c@\$1.00 advance in prices. Fair to choice fat lambs sold today at \$19.65@20.65, the latter being the highest price paid since April, 1918, and the highest lambs ever sold in January. Aged stock has been scarce but the demand has been very broad and best yearlings are now quoted at \$17.00@18.50, wethers at \$12.50@15.00 and ewes at \$10.50@12.25.

## ICE AND REFRIGERATION

### ICE NOTES.

Fire, last week, caused a loss of approximately \$50,000 to the Rochester Cold Storage Co., Rochester, N. Y.

The Commercial Club of Humansville, Mo., has appointed a committee to investigate an ice plant proposition proposed for that city.

The new building constructed for the Crystal Ice & Fuel Co., Billings, Mont., has been completed and is now ready for occupancy.

Lee Bros. have begun the rebuilding of their ice refrigerating and water plants which were recently destroyed by fire at Greenfield, Mo.

The Morgan County Cold Storage Co. plans the erection of a six-story plant addition to cost approximately \$300,000 at Berkeley Springs, W. Va.

The La Porte Water, Light & Ice Co. has incorporated at La Porte, Tex., with a \$13,000 capital. P. J. Pfeiffer, H. R. Dean and C. C. Trigg are the incorporators.

The Consumers' Ice & Light Co. has incorporated at Magnolia, Ark., with a capital of \$75,000. W. W. Sorrels is president and W. R. Gantt is secretary and treasurer.

The People's Ice & Ice Cream Co. has incorporated at Johnsonville, S. C., with a capital of \$12,500. Those interested are C. Prosser, J. B. Altman and W. J. Huggins.

The Mt. Oliver Ice Co., Pittsburgh, Pa., has acquired title to two parcels of land on Penn avenue near Hays street, which it contemplates utilizing for plant improvements.

The Consumers Ice Co. was organized at Sac City, Ia., and the following officers chosen: J. L. Figi, president; Jay Harter, vice-president; H. F. Lange, secretary; and Geo. W. Perkins, treasurer.

Christian Feigenspan, Inc., is erecting an addition to their ice plant on Christi street, near Kleming avenue, Newark, N. J. The new addition will enable the company to increase its present capacity of 50 tons daily to 200 tons.

Capt. J. H. Ennis has consummated a deal whereby he has acquired entire interest in the Milledgeville Ice Works, Milledgeville, Ga., for a consideration involving approximately \$15,000. Capt. Ennis plans to make extensive improvements.

The Valley Ice Co. of Hamilton, O., has been granted a charter of incorporation, with capital stock of \$250,000. The new company will take over the property formerly owned by the Cincinnati Brewing Co., and will remodel it for the purpose of ice manufacturing.

Construction work is rapidly going forward on the new plant of the Artificial Ice & Cold Storage Co., Billings, Mont., which will cost in the neighborhood of \$100,000. The plant will have a capacity of 12,000 tons of ice a year when completed, and will also have provision for 13,250 cubic feet of storage space.

### CANADA COLD STORAGE STOCKS.

The Internal Trade Division of the Dominion Bureau of Statistics publishes the following report concerning stocks of food in cold storage and in process of cure in Canada on January 1, 1920:

The beef stocks amount to 45,025,859 pounds of fresh frozen; 581,370 pounds of fresh unfrozen; 547,204 pounds cured and 272,923 pounds in process of cure. Comparative figures are as follows: Fresh frozen has increased 14.31 per cent since last month, but is 12.19 per cent less than January, 1919; fresh unfrozen is 41.37 less than last month and .84 of 1 per cent less than last year; cured beef has increased 131.04 per cent over last month, but has decreased 1.02 per cent from last year; beef stocks in process of cure have decreased 27.62 per cent since last month, and are 69.80 per cent less than last year; the total beef has increased 5.30 per cent since last month, but has decreased 12.08 per cent over January, 1919.

Stocks of mutton and lamb amount to 7,182,612 pounds, of which 6,950,535

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### Refrigeration and Consulting Engineer

We specialize in the designing and remodeling of buildings for cold storage and packing house plants of all kinds and thoroughly equip them.

We invite your correspondence.

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NEW YORK, N. Y.

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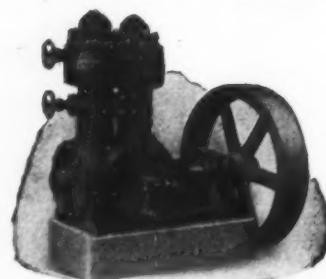
"AND YOU CAN'T BEAT CORK!"

OUR BOOKLET WILL INTEREST YOU. WRITE US

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THE UNION INSULATING CO. Great Northern Building CHICAGO

## MECHANICAL REFRIGERATION BETTER THAN ICE



When saving in operating cost and saving in foodstuffs are taken into consideration, the superiority of MECHANICAL REFRIGERATION over refrigeration by ice is beyond comparison.

But any refrigerating plant to be a success and, therefore, profitable to its owner, must be properly designed and installed to meet existing conditions.

Refrigerating installations by the York Organization are based on over 30 years' experience in building refrigerating machinery exclusively.

From the standpoint of service, economical operation, low upkeep cost, and small amount of attention required, York Enclosed Refrigerating Machines are the best available.

Information and Prices on Application.

YORK MANUFACTURING COMPANY

*Ice-Making and Refrigerating Machinery Exclusively*

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## PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

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**SPECIFY BOWER BRAND ANHYDROUS AMMONIA which can be obtained from the following:**

Atlanta—M. & M. Warehouse Co.  
Baltimore—Wernig Moving, Hauling & Storage Co., 100 W. Lombard St.  
Boston—G. W. Goerner, 40 Central St.  
Buffalo—Keystone Warehouse Co.  
Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.  
Cincinnati—Pan Handle Storage Warehouse.  
Cleveland—General Cartage & Storage Co.  
Detroit—Brennan Truck & Storage Co.

Havana—South Atlantic Commercial Co., successors to Lindner & Hartman.  
Jacksonville—St. Elmo W. Acosta.  
Liverpool—Peter R. McQuile & Son.  
Mexico, D. F.—Ernst O. Heinsdorf.  
Newark—American Oil & Supply Co.  
New Orleans—United Warehouse Co., Ltd.; C. Ben Thompson & Co., 606 Common St.  
New York City—Roessler & Hasslacher Chemical Co., 100 William St.  
Norfolk—Henry Bower Chemical Mfg. Co. Agency, First and Front Sts.

Philadelphia—Henry Bower Chemical Mfg. Co.  
Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.  
Providence—Rhode Island Warehouse Co., Edwin Knowles.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Benton Transfer Co.  
Toledo—Moreton Truck & Storage Co.  
Washington—Littlefield, Alvord & Co.

are frozen and 232,077 unfrozen. Comparative figures show a decrease of 20.12 per cent compared with last year.

Stocks of poultry are as follows: Broilers, 557,002 pounds; chickens, 2,341,877 pounds; fowls, 1,239,008 pounds; ducks, 89,518 pounds; geese, 90,813 pounds; turkeys, 442,505 pounds; unclassified, 322,211 pounds; total, 4,082,934 pounds. The total is 15.13 per cent less than last January but 33.04 per cent more than December 1, 1919. Changes from last month are as follows: Broilers increased 105.78 per cent; chickens, 59.54 per cent; fowls, 21.64 per cent; ducks, 39.14 per cent; geese decreased 3.83 per cent; turkeys increased 26.28 per cent; unclassified poultry decreased 40.27 per cent.

The butter in storage on January 1 amounted to 14,659,223 pounds of creamery

and 806,193 of dairy. Comparative figures show this, in the case of creamery butter, to be 22.27 per cent more than the corresponding month of last year and 18.61 per cent less than last month, and in the case of dairy butter to be 40.69 per cent less than last January and 17.65 per cent less than last month.

The oleomargarine in storage amounts to 726,234 pounds. Comparative figures show this to be 6.38 per cent less than last January and 69.67 per cent more than last month.

The cheese in storage amounts to 27,204,039 pounds. While this is shown to be .58 of 1 per cent less than last month, it is 511.77 more than last year.

The eggs in cold storage amount to 2,902,116 dozen. Comparative figures show a decline of 50.47 per cent from last month and an increase of 36.82 per cent over January, 1919. Eggs other than cold storage amount to 380,852 dozen. Frozen eggs amount to 377,932 pounds, 19.92 per cent less than last month and 80.47 per cent less than last year.

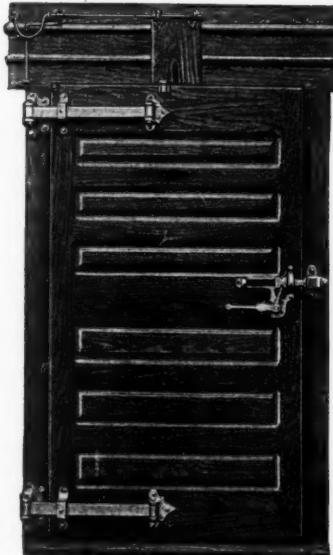
**COLD STORAGE INSULATION JOHN R. LIVEZEY** 1933 Market Street Philadelphia, Pa.

**ALL KINDS OF  
REFRIGERATOR  
CONSTRUCTION**

## Doors for Overhead Meat Rail

Indispensable for Packing Houses, Abattoirs and all plants where overhead rails are in use.

Durability, Simplicity and ease of operation of the Trap Device, with no springs, sliding or working parts or other delicate mechanism to wear out, break or rust, are notable features.



*Open right—close tight*

The pockets on each side of the track port are as thoroughly insulated as is the door itself, thus eliminating the necessity of the purchaser having to do this important work at his own expense before the doors are installed, as is frequently the case with other makes.

*Write for new Catalog No. 9—contains a door for every purpose.*

**Jamison Cold Storage Door Co.**

*Formerly Jones Cold Storage Door Company*

**HAGERSTOWN**

**MARYLAND, U. S. A.**

# Chicago Section

The influenza epidemic here has caused great cuts in the office and plant forces in Packingtown.

H. W. Wahlert, secretary of the Krey Packing Company, St. Louis, Mo., was a visitor in the city this week.

Fred Begg, of the Powers-Begg Co., Jacksonville, Ill., was another of Chicago's distinguished visitors this week.

A. C. Schueren, general sales manager of the Brecht company, St. Louis, Mo., was a Chicago visitor the middle of the week.

Swift & Company's sales of carcass beef in Chicago, on shipments sold out, for the week ending Saturday, January 24, 1920, averaged \$16.47 per cwt. and ranged from \$11.00 to \$25.00 per cwt.

The Independent Packing Company has well under way the new five-story addition to its plant, to contain a new hog cutting floor and the most modern machinery and equipment.

Anton Stolle of Richmond, Ind., was in Chicago this week en route to San Francisco to attend the meeting of the Institute of American Meat Packers to be held there.

H. F. Wente, Morris & Company's Liverpool, England, representative, was in Chicago this week visiting the home office and renewing acquaintance with various department heads and many old friends.

Prof. Louis D. Hall, specialist in marketing livestock and meats, Bureau of Markets, U. S. Department of Agriculture, was in the city Monday to attend a conference of Bureau of Market representatives at the stockyards.

Robert Graham, head of the British Ministry of Food in the United States, was in Chicago this week, accompanied by Mr.

**DASHEW & BARNETT**  
Counselors At Law  
15 Park Row      New York  
Leon Dashev      Ralph Barnett

#### References:

Armour & Company  
The Cudahy Packing  
Co.  
Austin, Nichols &  
Co.  
New York Butchers  
Dressed Meat Co.

Joseph Stern & Sons,  
Inc.  
Manhattan Veal &  
Mutton Co.  
United Dressed Beef  
Co.

Bevan of the same body, and Messrs. Wodehouse and Sisal of the British Bacon Commission.

The Brennan Packing Company is now constructing a new power house which will enable the doubling of its present ice-making capacity. A new 300-ton high-speed ice machine with a capacity of 150 tons a day will be part of the new improvement.

J. L. Sheehy, vice-president and general manager of the Corn Belt Packing Company, Dubuque, Ia., was in town this week for a conference of the Committee on Retail Dealers and Trade Associations of the Institute of American Meat Packers, of which he is a member.

Fred A. Rochester, of Morris & Company's publicity department, played the part of a hero when he, in company with an aviator and airplane obtained by a Chicago newspaper, dropped provisions to the steamer Neff imprisoned in the ice several miles north of the mouth of the Chicago river.

T. W. Taliaferro, vice-president of Hammond, Standish & Co., Detroit, Mich., passed through Chicago this week en route to the Pacific Coast, chaperoning Robert Graham, head of the British Food Ministry, who is to be one of the speakers at the Pacific Coast meeting of the Institute of American Meat Packers at San Francisco.

Chicago had many prominent packer visitors from out of town this week. The following had business here in connection with business of the Institute of American Meat Packers, in the work of which they are actively interested: George Blumenstock, Blumenstock & Reid Co., Cleveland, O.; A. C. Huneke, Cincinnati Abattoir Co., Cincinnati, O.; S. T. Nash, Cleveland Provision Co., Cleveland, O.; Jay E. Decker, Jacob E. Decker & Sons Co., Mason City, Iowa; A. L. Eberhardt, Geo. A. Hormel & Co., Austin, Minn.; Fred T. Fuller, Iowa Packing Co., Des Moines, Iowa; M. T. Morgan, Lake Erie Provision Co., Cleveland, O.; Robert Sinclair, T. M. Sinclair & Co., Cedar Rapids, Iowa; M. C. Teufel, Theurer-Norton Provision Co., Cleveland, O.

#### BUTLER DENOUNCES TRADE BOARD.

In an address delivered before the Philadelphia Chamber of Commerce this week, President Nicholas Murray Butler of Columbia University, who has been mentioned as a candidate for the presidential nomination, attacked the attitude of the Federal Trade Commission in a discussion of "Business and Public Policy." He said the whole course of the Commission was wrong, and that it should seek to direct instead of hampering business. On this point he said:

"We have at the present time a Federal Trade Commission appointed pursuant to the provisions of a statute which might easily be so administered as to do great good. The Federal Trade Commission has, however, utterly misconstrued its proper functions and has preferred to persecute business rather than to protect and develop it. The cheaply won applause which is sure to follow the violent denunciation of somebody or something for an alleged wrong has been preferred to the much more solid and lasting approval of an intelligent people that would follow upon constructive acts which should indicate how the business of the country might be better and more wisely developed.

"It is little short of pathetic, after some of the best brains in the nation have organized and set on foot a great industrial undertaking which engages the co-operation of thousands of men and women, reduces the cost of production of some staple article, and begins to extend American trade into new lands, to find them summarily brought to book as criminals by the Attorney General of the United States, or by the United States District Attorney in some judicial district. No matter what the facts may be, this is precisely not the way to deal with the questions involved. The individuals concerned, in most cases at least, have certainly not been consciously attempting a criminal act, but have proceeded along lines which, in their judgment, were financially and industrially sound, and in full accord with the public interest. To prosecute them as criminals, and to break up into separate parts a well knit organization which they may have developed, is not in any sense in the public interest—it is against the public interest."

#### THE STADLER ENGINEERING CO.

ARCHITECTS AND ENGINEERS

Specialties:  
PACKING HOUSES, ABATTOIRS, GARBAGE  
REDUCTION PLANTS AND COLD  
STORAGE WAREHOUSES.

327 So. La Salle St.      Chicago, Ill.

**H. C. GARDNER      F. A. LINDBERG**  
**GARDNER & LINDBERG**  
ENGINEERS  
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SPECIALTIES: Packing Plants, Cold Storage  
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Architects  
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PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION.

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
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Industrial Engineers  
Architects  
Packing Plants, Cold Storage Buildings  
Markets, Ice Plants, Warehouses  
766 Transportation Bldg., Chicago



*A delicious margarine  
for eating and cooking*

**"The Greatest Selling Product of its kind in the World"**

**MORRIS & COMPANY**

CHICAGO    E. St. Louis    Kansas City    Omaha    St. Joseph    Oklahoma City

Marigold    Chicago, Ill.    E. St. Louis, Ill.  
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                 Los Angeles, Cal.    Providence, R. I.

## BONE CRUSHERS



## WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

*Send for catalog No. 9*

## THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

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Established 1877  
**W. G. PRESS & CO.**  
175 W. Jackson Blv'd, Chicago  
PORK, LARD, SHORTRIBS  
*For Future Delivery*  
GRAIN Correspondence Solicited STOCKS

## John Agar Co.

Union Stock Yards    CHICAGO, ILL.

**Packers and Commission  
Slaughterers**

**Beef, Pork and Mutton**

Members of the Institute of American  
Meat Packers

## CHICAGO PACKING COMPANY

**Beef and Pork Packers**

Boneless Beef Cuts  
Sausage Materials

Commission Slaughterers  
U. S. GOVERNMENT INSPECTION

Correspondence Solicited  
UNION STOCK YARDS  
CHICAGO

## Thomson & Taylor Spice Company

*Recleaned Whole and Ground  
Spices for Meat Packers*

CHICAGO

ILLINOIS

**Watch Page 57 for Business Chances**

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 10.....	24,627	2,714	61,113	18,920
Tuesday, Jan. 20.....	17,661	3,866	48,047	14,320
Wednesday, Jan. 21.....	10,175	2,317	27,173	10,052
Thursday, Jan. 22.....	12,179	4,260	43,892	7,485
Friday, Jan. 23.....	9,880	1,922	40,380	7,592
Saturday, Jan. 24.....	2,436	2,66	10,319	2,841

Total last week..... 76,998 15,292 230,924 61,210

Previous week..... 82,413 15,662 247,538 77,664

Year ago..... 82,328 13,300 243,844 86,959

Two years ago..... 84,616 13,699 270,551 83,690

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 19.....	4,370	573	10,620	3,247
Tuesday, Jan. 20.....	4,856	426	5,317	3,009
Wednesday, Jan. 21.....	6,146	220	7,878	1,485
Thursday, Jan. 22.....	4,638	359	4,003	2,691
Friday, Jan. 23.....	5,272	234	10,543	4,014
Saturday, Jan. 24.....	1,261	—	5,637	227

Total last week..... 26,573 1,823 44,097 14,671

Previous week..... 25,907 1,405 58,980 20,243

Year ago..... 20,701 366 21,648 21,549

Two years ago..... 17,333 801 14,639 18,173

Total receipts at Chicago for week to Jan. 24, 1920, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
Week ending Jan. 24.....	50,400	187,600	40,900	1919
Previous week.....	56,506	188,848	57,424	25,802
Corresponding week, 1919.....	61,627	222,198	65,410	64,934
Corresponding week, 1918.....	67,283	255,918	65,517	3,900
Corresponding week, 1917.....	46,185	148,160	65,088	41,247

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Total this week.....	5,000	2,900,000
Previous week.....	621,000	—
Corresponding week, 1919.....	919,000	3,351,000
Corresponding week, 1918.....	867,000	2,562,000
Corresponding week, 1917.....	722,000	3,127,000

Combined receipts at seven points for week ending Jan. 24, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
This week.....	273,000	663,000	188,000
Previous week.....	254,000	74,000	218,000
1919.....	248,000	703,000	171,000
1918.....	180,000	680,000	213,000
1917.....	180,000	12,000	21,000
1915.....	122,000	567,000	200,000
1914.....	135,000	596,000	236,000

Combined receipts at seven markets for year to Jan. 24, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
1920.....	751,000	2,384,000	672,000
1919.....	970,000	2,766,000	789,000
1918.....	763,000	2,049,000	601,000
1917.....	750,000	2,614,000	836,000

Chicago packers' hog slaughter for week ending Jan. 24:

	Cattle.	Hogs.	Sheep.
Armour & Co.....	22,600	—	—
Anglo-American.....	13,000	—	—
Swift & Co.....	24,400	—	—
Hammond Co.....	13,400	—	—
Morris & Co.....	21,200	—	—
Wilson & Co.....	20,700	—	—
Floyd-Lunham Co.....	10,000	—	—
Western Packing Co.....	18,300	—	—
Roberts & Oakley.....	7,500	—	—
Miller & Hart.....	4,000	—	—
Independent Packing Co.....	4,500	—	—
Pennant Packing Co.....	4,400	—	—
Wm. Davies Co.....	3,700	—	—
Others.....	18,600	—	—

Total..... 188,300 Previous week..... 203,500 Year ago..... 218,200

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Week ending Jan. 24.....	\$13.65	\$15.25	\$12.20
Previous week.....	14.00	14.85	11.25
Cor. week, 1919.....	15.70	17.54	10.25
Cor. week, 1918.....	12.15	16.25	12.25
Cor. week, 1917.....	10.50	11.30	10.00
Cor. week, 1916.....	8.10	7.70	7.50
Cor. week, 1915.....	8.40	6.70	6.00
Cor. week, 1914.....	8.49	8.35	5.45
Cor. week, 1913.....	7.90	7.62	5.25
Cor. week, 1912.....	6.50	6.21	4.10
Cor. week, 1911.....	6.00	7.57	3.90

## CATTLE.

Prime heavy steers.....	\$14.75	@17.00	
Good to choice steers.....	11.50	@15.50	
Medium to good steers.....	12.25	@14.50	
Fair to medium steers.....	12.50	@13.25	
Yearlings, fair to choice.....	8.00		
Stockers and feeders.....	8.50	@12.75	
Good to prime cows.....	10.00	@13.00	
Fair to fine heifers.....	11.00	@13.25	
Fair to good cows.....	7.00	@10.50	
Cannery.....	5.50	6.35	
Cutters.....	6.25	@ 7.35	
Bologna bulls.....	7.85	9.25	
Butcher bulls.....	9.25	@11.50	
Veal calves.....	18.00	@19.75	

## HOGS.

Choice light butchers.....	\$15.35	@15.65	
Medium weight butchers.....	15.30	@15.50	
Heavy weight butchers, 270-350 pounds.....	15.10	@15.35	
Fair to fancy light.....	15.00	@15.55	
Mixed packing.....	15.00	@15.25	
Heavy packing.....	14.85	@15.10	
Rough packing.....	14.50	@14.80	
Pigs.....	13.50	@14.60	
Stags.....	12.25	@14.50	

## SHEEP.

Fed yearlings.....	\$13.00	@19.90	
Fed western lambs.....	20.00	@21.65	
Native lambs.....	16.50	@16.35	
Peeding lambs.....	16.50	@19.00	
Wethers.....	12.00	@15.25	
Ewes.....	10.00	@15.50	

## GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, Jan. 29.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. avg., 26½c; 10@12 lbs. avg., 26c; 12@14 lbs. avg., 25½c; 14@16 lbs. avg., 25c; 16@18 lbs. avg., 24½c; 18@20 lbs. avg., 24c; 20@22 lbs. avg., 24½c; 22@24 lbs. avg., 23½c. Sweet Pickled, 8@10 lbs. avg., 26½c; 10@12 lbs. avg., 25c; 12@14 lbs. avg., 24c; 14@16 lbs. avg., 23½c; 16@18 lbs. avg., 23c. Skinned Hams—Green, 14@16 lbs. avg., 26c; 16@18 lbs. avg., 25½c; 18@20 lbs. avg., 25c; 20@22 lbs. avg., 25½c; 22@24 lbs. avg., 24½c; 24@26 lbs. avg., 24c; 26@28 lbs. avg., 23½c. Beef Steaks—

Sweet Pickled, 4@6 lbs. avg., 17½c; 6@8 lbs. avg., 17c; 10@12 lbs. avg., 16½c. Skinned Hams—Green, 14@16 lbs. avg., 26c; 16@18 lbs. avg., 25½c; 18@20 lbs. avg., 25c; 20@22 lbs. avg., 25½c; 22@24 lbs. avg., 24½c; 24@26 lbs. avg., 24c; 26@28 lbs. avg., 23½c. Picnic Hams—Green, 4@6 lbs. avg., 17½c; 6@8 lbs. avg., 17c; 10@12 lbs. avg., 16½c. Skinned Hams—Green, 14@16 lbs. avg., 26c; 16@18 lbs. avg., 25½c; 18@20 lbs. avg., 25c; 20@22 lbs. avg., 25½c; 22@24 lbs. avg., 24½c; 24@26 lbs. avg., 24c; 26@28 lbs. avg., 23½c. Clear Bellies—Green, 6@8 lbs. avg., 33c; 12@10 lbs. avg., 31c; 10@12 lbs. avg., 29c; 14@16 lbs. avg., 28½c; 18@20 lbs. avg., 27½c; 22@24 lbs. avg., 26½c; 24@26 lbs. avg., 26c; 26@28 lbs. avg., 25½c. Clear Bellies—Green, 6@8 lbs. avg., 33c; 12@10 lbs. avg., 31c; 10@12 lbs. avg., 29c; 14@16 lbs. avg., 28½c; 18@20 lbs. avg., 27½c; 22@24 lbs. avg., 26½c; 24@26 lbs. avg., 26c; 26@28 lbs. avg., 25½c. Clear Bellies—Green, 6@8 lbs. avg., 33c; 12@10 lbs. avg., 31c; 10@12 lbs. avg., 29c; 14@16 lbs. avg., 28½c; 18@20 lbs. avg., 27½c; 22@24 lbs. avg., 26½c; 24@26 lbs. avg., 26c; 26@28 lbs. avg., 25½c.

Clear Bellies—Green, 6@8 lbs. avg., 33c; 12@10 lbs. avg., 31c; 10@12 lbs. avg., 29c; 14@16 lbs. avg., 28½c; 18@20 lbs. avg., 27½c; 22@24 lbs. avg., 26½c; 24@26 lbs. avg., 26c; 26@28 lbs. avg., 25½c.

MONDAY, JAN. 26, 1920.

## PORK—(Per bbl.)—

January ..... 39.25

May ..... 39.45

19.30

## LARD—(Per 100 lbs.)—

January ..... 23.45

23.50

23.40

25.40

## RIBS—(Boxed, 25c more than loose.)—

January ..... 19.80

20.80

20.82½

20.65

20.67½

20.55

20.50

20.40

20.35

20.30

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers.	24	@25 1/2
Good native steers.	21	@23
Medium steers.	19	@20
Heifers, good.	15	@18
Cows.	11	@14
Hind quarters, choice.	11	@14
Fore quarters, choice.	11	@15

## Beef Cuts.

Steer Loins, No. 1.	1	@32
Steer Loins, No. 2.	1	@28
Cow Loins.	19	@28
Steer Short Loins, No. 1.	1	@70
Steer Short Loins, No. 2.	1	@59
Cow Short Loins.	25	@33
Steer Loin Ends (hips).	1	@32
Steer Loin Ends, No. 2.	1	@30
Cow Loin Ends (hips).	1	@20
Steer Ribs, No. 1.	1	@36
Steer Ribs, No. 2.	1	@32
Cow Ribs, No. 1.	1	@24
Cow Ribs, No. 2.	1	@21
Cow Ribs, No. 3.	1	@17
Steer Rounds, No. 1.	1	@21
Steer Rounds, No. 2.	1	@20
Cow Rounds.	1	@15
Chucks, No. 1.	1	@17
Steer Chucks, No. 2.	1	@14 1/2
Gow Chucks.	1	@10
Steer Plates.	1	@14
Medium Plates.	1	@12 1/2
Briskets, No. 1.	1	@20
Briskets, No. 2.	1	@16
Steer Navel Ends.	1	@11 1/2
Cow Navel Ends.	8	@9 1/2
Fore Shanks.	7	@8
Hind Shanks.	6	@7
Rolls.	1	@21
Strip Loins, No. 1.	1	@40
Strip Loins, No. 2.	1	@20
Strip Loins, No. 3.	1	@15
Sirloin Butts, No. 2.	1	@26
Sirloin Butts, No. 3.	1	@23
Beef Tenderloins, No. 1.	1	@65
Beef Tenderloins, No. 2.	1	@60
Rump Butts.	1	@18
Flank Steaks.	22	@25
Boneless Chucks.	11	@12
Shoulder Clods.	11	@17
Hanging Tenderloins.	1	@12
Trimmings.	1	@10

## Beef Product.

Brains, per lb.	9 1/2	@10 1/2
Hearts.	1	@8
Sweetbreads.	1	@33
Ox-Tail, per lb.	44	@48
Fresh Tripe, plain.	8 1/2	@11
Fresh Tripe, H. C.	6	@6 1/2
Livers.	6	@10
Kidneys, per lb.	6	@7

## Veal.

Choice Carcass.	28	@29
Good Carcass.	28	@27
Heavy Carcass.	16	@20
Good Saddles.	30	@32
Good Racks.	16	@18
Medium Backs.	12	

## Veal Product.

Brains, each.	9 1/2	@10 1/2
Sweetbreads.	55	@60
Calf Livers.	27	@38

## Lamb.

Choice Lambs.	625	
Medium Lambs.	634	
Common Lambs.	632	
Choice Saddles.	638	
Choice Fore.	632	
Medium Fore.	630	
Medium Fores, saddles.	637	
Lamb Fries, per lb.	19	@20
Lamb Tongues, each.	18	@18
Lamb Kidneys, per lb.	25	@28

## Mutton.

Heavy Sheep.	620	
Heavy Saddles.	624	
Light Saddles.	624	
Heavy Forces.	616	
Light Forces.	616	
Mutton Legs.	626	
Mutton Loin.	625	
Mutton Stew.	612	
Sheep Tongues, each.	18	@18
Sheep Heads, each.	12	@14

## Fresh Pork, Etc.

Dressed Hogs.	624	
Pork Loins.	624	
Loin Lard.	624 1/2	
Tenderloins.	646	
Spare Ribs.	619	
Butts.	621 1/2	
Hocks.	620	
Trimmings.	616 1/2	
Extra Lean Trimmings.	624	
Tails.	615	
Snouts.	611	
Pigs' Feet.	617 1/2	
Pigs' Heads.	612	
Blade Bones.	609	
Shoulder.	616	
Chuck Meats.	613	
Hog Livers, per lb.	6 1/2	@5
Neck Bones.	6	
Skinned Shoulders.	619	
Pork Hearts.	618 1/2	
Pork Kidneys, per lb.	617	
Pork Tongues.	625	
Slip Bones.	619	
Tail Bones.	11 1/2	@12
Brains.	10	
Backfat.	24	
Hams.	31	
Calms.	22	
Bellies.	37	

## SAUSAGE.

Columbia Cloth Bologna.	15 1/2
Bologna, large, long, round, in casings.	15 1/2

## THE NATIONAL PROVISIONER

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

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Prime native steers.	24	@25 1/2
Good native steers.	21	@23
Medium steers.	19	@20
Heifers, good.	15	@18
Cows.	11	@14
Hind quarters, choice.	11	@15
Fore quarters, choice.	11	@16

## Beef Cuts.

Steer Loins, No. 1.	1	@32
Steer Loins, No. 2.	1	@28
Cow Loins.	19	@28
Steer Short Loins, No. 1.	1	@70
Steer Short Loins, No. 2.	1	@59
Cow Short Loins.	25	@33
Steer Loin Ends (hips).	1	@32
Steer Loin Ends, No. 2.	1	@30
Cow Loin Ends (hips).	1	@20
Steer Ribs, No. 1.	1	@36
Steer Ribs, No. 2.	1	@32
Cow Ribs, No. 1.	1	@24
Cow Ribs, No. 2.	1	@21
Cow Ribs, No. 3.	1	@17
Steer Rounds, No. 1.	1	@21
Steer Rounds, No. 2.	1	@20
Cow Rounds.	1	@15
Chucks, No. 1.	1	@17
Steer Chucks, No. 2.	1	@14 1/2
Gow Chucks.	1	@10
Steer Plates.	1	@14
Medium Plates.	1	@12 1/2
Briskets, No. 1.	1	@20
Briskets, No. 2.	1	@16
Steer Navel Ends.	1	@11 1/2
Cow Navel Ends.	8	@9 1/2
Fore Shanks.	7	@8
Cow Rounds.	6	@7
Rolls.	1	@21
Strip Loins, No. 1.	1	@40
Strip Loins, No. 2.	1	@20
Strip Loins, No. 3.	1	@15
Sirloin Butts, No. 2.	1	@26
Sirloin Butts, No. 3.	1	@23
Beef Tenderloins, No. 1.	1	@65
Beef Tenderloins, No. 2.	1	@60
Rump Butts.	1	@18
Flank Steaks.	22	@25
Boneless Chucks.	11	@12
Shoulder Clods.	11	@17
Hanging Tenderloins.	1	@12
Trimmings.	1	@10

## Beef Product.

Brains, per lb.	9 1/2	@10 1/2
Hearts.	1	@8
Sweetbreads.	1	@33
Ox-Tail, per lb.	44	@48
Fresh Tripe, plain.	8 1/2	@11
Livers.	6	@10
Kidneys, per lb.	6	@7

## Lamb.

Choice Lambs.	625	
Medium Lambs.	634	
Common Lambs.	632	
Choice Saddles.	638	
Choice Fore.	632	
Medium Fore.	630	
Medium Fores, saddles.	637	
Lamb Fries, per lb.	19	@20
Lamb Tongues, each.	18	@18
Lamb Kidneys, per lb.	25	@28

## Mutton.

Heavy Sheep.	620	
Heavy Saddles.	624	
Light Saddles.	624	
Heavy Forces.	616	
Light Forces.	616	
Mutton Legs.	626	
Mutton Loin.	625	
Mutton Stew.	612	
Sheep Tongues, each.	18	@18
Sheep Heads, each.	12	@14

## Fresh Pork, Etc.

Brains, each.	9 1/2	@10 1/2
Sweetbreads.	55	@60
Calf Livers.	27	@38

## Lamb.

Extra Lean Trimmings.	624 1/2	
Tails.	624	
Snouts.	615	
Pigs' Feet.	611	
Pigs' Heads.	617 1/2	
Blade Bones.	616	
Shoulder.	616	
Chuck Meats.	613	
Hog Livers, per lb.	6 1/2	@5
Neck Bones.	6	
Skinned Shoulders.	619	
Pork Hearts.	618 1/2	
Pork Kidneys, per lb.	617	
Pork Tongues.	625	
Slip Bones.	619	
Tail Bones.	11 1/2	@12
Brains.	10	
Backfat.	24	
Hams.	31	
Calms.	22	
Bellies.	22	
Dried Beef Insides.	37	

## WHOLESALE SMOKED MEATS.

## Skinned Hams.

Calves, 46/48 lbs., avg.	623
Calves, 66/68 lbs., avg.	623
New York Hams, 86/12 lbs., avg.	623
Breakfast Bacon, fancy.	623
Dried Beef Sets.	623
Extra Short Clears.	623
Extra Short Ribs.	623
Butts.	620
Clear Bellies, 14/16 avg.	622 50
Clear Bellies, 18/20 avg.	622 50
RIB Bellies, 20/25 avg.	622 50
Fat Backs, 10/12 avg.	621 75
Fat Backs, 12/14 avg.	622 50
Fat Backs, 14/16 avg.	622 50
Fat Backs, 16/18 avg.	622 50
Fat Backs, 18/20 avg.	622 50
Fat Backs, 20/22 avg.	622 50
Fat Backs, 22/24 avg.	622 50
Fat Backs, 24/26 avg.	622 50
Fat Backs, 26/28 avg.	622 50
Fat Backs, 28/30 avg.	622 50
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# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### The Small Retailer and His Income Tax Statement

(EDITOR'S NOTE.—In response to a demand from retailers all over the country for information as to how to make out their income tax statements and compute their 1919 earnings, the U. S. Bureau of Internal Revenue has prepared the following information. Tax returns must be filed not later than March 15, and this information is therefore very timely.)

Just how a small merchant or shopkeeper, who has no real bookkeeping methods, should proceed in figuring his annual profit or loss for the purposes of the income tax is explained in a statement issued by the Bureau of Internal Revenue.

The experience of the bureau is that most shopkeepers have at hand, or can construct with reasonable accuracy, the data necessary for properly computing the net income for each year.

While the rule-of-thumb is employed in many instances where the shopkeeper does all the work and hires no help, the principles adopted by the Government can be made applicable to nearly every case of this kind.

If some evening after locking the door he will spend an hour or two with an income-tax blank on the counter, and the thought in his head that this income tax is a great American duty to perform he will learn something, even if the result of his honest computations is that he owes no return or tax to the Government.

He will discover that the Government plan is applicable to his business in its method of getting at the result of the year's transactions. He will more clearly see his relationship as the little brother of the great city merchant who sells in millions instead of hundreds of dollars. And he will realize that there is a tangible relation between his little shop and a country-wide American law.

#### What Is Needed to Figure From.

The data which he will need is contained in the gross sales, the purchases of the year, the inventories at beginning and end of the year, and the selling expenses of the shop.

The gross sales over the counter are known to every progressive store or shop keeper. In many cases he has his cash-register memoranda. Even if he has no register, he usually has some other records of his intake.

Aside from cash sales, most small stores have running accounts with customers. In the case of a brand new business it is important that accounts receivable for goods or services furnished during the taxable year be added to the cash receipts, the result to be taken as the gross sales of the year.

In the case of a long-established business in which the balances due from customers will average about the same amount each year, the storekeeper has the privilege of figuring his net income on a "cash basis." That is, by ignoring the balances due him from customers and including in his cash receipts the total of

intake regardless of when his goods were sold, he will arrive, by proceeding along the steps prescribed by the bureau, at an acceptable computation of the net result of the year's transactions.

In any case where both the cash intake and the accounts receivable created during the year are taken into consideration as the gross sales, the storekeeper should guard against duplication of the same income by omitting the payments received on back accounts that were taken up in prior years as accrued income.

#### Two Ways of Figuring Gross Sales.

There are, therefore, two methods of arriving at gross sales for the year. On the one hand is the "cash basis," which is more practical for a long-established store, and on the other hand is the "accrual basis," which is more accurate from an accounting standpoint as showing the correct earnings of the store during the year.

The purchases of goods and supplies during the year are obtainable from the inward invoices, which most shopkeepers retain for their own use in fixing retail prices. Invoices of goods not received at the end of the year should be included, and in these cases such goods must be included in the inventory for the end of the year; for, although in transit, the title to the goods has passed to the shopkeeper and they are considered as on hand. Goods or local products received in exchange for other goods should not be included; neither should cash purchases be considered if the intake for the year is figured on the basis of the daily gain shown in the cash drawer.

The construction of inventories of goods on hand unsold at the beginning and at the end of the year is not a difficult matter in small merchandising. The stock on hand is generally well known to the owner, who, if he is wide-awake, keeps an eagle eye on his shelves and storehouse.

The pricing of this stock is the thing that he must be most careful about, particularly in these years of fluctuating costs. The pricing should be by one of two methods: (1) Cost in each item, or (2) cost or market whichever is lower on each item. In either case he can not value the stock at any price higher than

cost and by the second method the shopkeeper may use market price if it is lower than his actual purchase price, on any or all items.

In pricing inventories there is another important rule of the Government to be observed; that is where goods are so intermingled that they can not be identified with specific invoices they are deemed to be the most recently purchased, and the latest invoice prices on those particular items should be used.

#### To Estimate Selling Expenses.

As to selling expenses, these are easily figured, for a shopkeeper keeps a close watch on his till and knows what it has cost to pay his help, to light and heat his store, to pay his rent, if any, and to maintain his delivery service. Then there is the telephone, telegraph, postage, expressage, freight, and repairs. He is also allowed to include interest paid on borrowed money, taxes on his business property, and a reasonable allowance for wear and tear on his fixtures, wages, horses, delivery auto, or any machinery or other equipment which he owns and uses in the business.

With the above data at hand, any small dealer may make the same computation as his big-town fellow merchant to figure the net income of the business. The procedure is as follows:

Add the inventory for the beginning of the year to the purchases for the year; from this sum subtract the inventory for the end of the year, and the balance is the cost of goods sold. Taking this cost from the gross sales for the year he reaches a figure which is his gross operating profit for the year. From this gross profit he is allowed to deduct his selling expenses. The result is net profit, to which he should add any interest or other business income not included in his gross sales, and the result will be the amount which he will consider as his business net income.

#### Salary and Withdrawals from the Business.

By pursuing the above method the shopkeeper eliminates consideration of his own salary or withdrawals from the business. If he made withdrawals from the business, whether daily, weekly, monthly, annually, or irregularly, in the form of cash or in goods for his home consumption, this amount must either be added back into the net income as computed by the method explained above or he should consider it as a salary withdrawn, and therefore taxable income. The point to be borne in mind is that Mr. Storekeeper is taxable on his entire net income, whether withdrawn or not.

A merchant may have withdrawn a considerable amount of money from his business and yet have actually suffered a net loss in his year's transactions, his shelves having been depleted of their stocks. On the other hand, a million merchants are building up and extending their businesses, withdrawing only enough for living expenses. Their goods for sale, piled up at high purchase prices, may contain a goodly income earned during the year in the business done over the counter. Whether the earnings are put back into goods or are placed in the bank, or whether they are used to maintain the shopkeeper and his family or withdrawn by him for other purposes, the net result of the year's business must be identified and considered in its entirety when the income-tax season arrives.

#### The Form for Partnerships.

It is also pointed out by the Internal Revenue Bureau that if the shop or store

### Problems of the Retail Meat Dealer

A discussion of "The Problems of the Retail Meat Dealer" from the standpoint of the practical retailer, who thinks he knows "what he is up against," will begin in an early issue of The National Provisioner. The author is John A. Kotal, National Secretary of the United Master Butchers of America. Mr. Kotal is in touch with retail butchers all over the country, has been the expert adviser of the U. S. Bureau of Markets on retail matters, and is now conducting his own retail meat shop in Chicago. What he has to say should prove of great interest, both to butchers and to the public at large.

is operated by a partnership a return must be made on Form 1065, regardless of the amount of its net income. A partner must consider as income his share of the net profits, whether distributed to him or not, together with his other taxable income.

If the store is incorporated a return must be made annually on Form 1120, regardless of the amount of its net income.

If operated by one proprietor he must consider the net income of the store, together with all of his taxable income from other sources, in determining whether a return is required. And, if he must file a return, Form 1040 or 1040-A should be prepared with due care and accuracy and filed on or before March 15.

In addition to the above returns there is another return required if any employee, landlord, mortgagee, or other person, or any fiduciary or partnership was paid in wages, salary, commission, bonus, rent, interest, or other determinable income, a total amount of \$1,000 or over during the year 1919. Forms 1099 and 1096 are furnished for this purpose.

#### LOCAL AND PERSONAL.

Wm. Keffer has reopened his shop at Johnstown, Neb.

Arthur Jeffrey will shortly open a market at Wapello, Ia.

H. Wiese has purchased a meat market at Round Lake, Minn.

Smith & Jones bought the Palace meat market at Laurel, Neb.

H. F. Jensen has opened a new establishment at Hazard, Neb.

Jacob Mannhalter has purchased a meat market at Stickney, S. D.

W. J. Elliott will shortly open a meat market at Darwin, Minn.

J. J. Hinchik meat market has been destroyed by fire at Leigh, Neb.

Laws & Buttem are now proprietors of the Cash grocery and market, Broken Arrow, Okla.

Jacob Knapp has purchased the Sanitary meat market at Brainerd, Minn.

C. C. Faber's meat market has been sold to Herman Reasler at Aurora, Ill.

Ferry & Talley are about to engage in the meat business at Purcell, Okla.

Harry C. Edwards will open a new market in a few days at McCook, Neb.

John Vyarick has sold his meat market at Odell, Neb., to Raney & Tincher.

John Kelley will open a meat market at Woodman, Wis., in the near future.

R. E. Rudd's cash meat market, Dustin, Okla., has been closed by creditors.

Childs & Wilmart have opened a cash and carry meat market at Galena, Ill.

J. W. and G. T. Jones have engaged in the meat business at Cedarville, Kan.

Stordahl and N. Halvorsen will shortly open a meat market at Jasper, Minn.

Karl Seitz has removed his meat market to the Moll building, Friendship, N. Y.

The Simmons meat market has been badly damaged by fire at Goddard, Kan.

N. F. Simpson has sold the Palace meat market to Smith & Jones at Laurel, Neb.

Hobbs & Reece have purchased the butcher shop of C. N. Haar at Ainsworth, Neb.

Albert Winkler has sold out his meat business to J. W. Wondra at Petersburg, Neb.

A. M. Vineyard has opened a new meat market at Third and Main streets, Eugene, Ore.

Lewis & Chance have purchased the meat business of E. J. Evans at Dewey, Okla.

Huff & Murray will open a new meat market at Grandfield, Okla., in the near future.

The E. C. Gross & Sons meat market will undergo extensive repairs shortly at Salem, Ore.

W. H. Russell sold his interest in the meat market conducted by W. H. Russell & Sons to his sons, Rex, Fay and Ivan, at Mauston, Wis.

Ben Bowers sold his meat market at Melrose, Wis.

Ambrose Metzger meat market has been sold at Clyman, Wis.

John Krause has purchased property at Lisco, Neb., which he will remodel into a meat market.

Giese & Linton have succeeded to the meat business of August Giese at Springdale, Wash.

Lefferdink Bros. have been succeeded in the meat business by M. Marchand at Hickman, Neb.

B. W. Ehlers of Charles City, Ia., has purchased the meat market of W. O. T. Rule at Hampton, Ia.

C. W. Chapel and Ward Booth of Baraboo will shortly open a meat market on Cook street, Portage, Wis.

Frank Mitchell will go into partnership with his brother, Henry, in the meat market business at Argyle, Wis.

John Mitter meat market has been sold to Joseph Remmel, of Milwaukee, possession March 1, at Barton, Wis.

Wm. A. Bell, formerly a captain in the U. S. army, has opened a meat market at 206 West Broadway, Enid, Okla.

Geo. W. Polk has purchased a half interest in the City meat market owned by J. R. Armstrong at Oshkosh, Neb.

Irvin Leach purchased an interest in the City meat market, Greenwood, Wis. The new name is Thomas Leach & Son.

T. H. Stevenson, proprietor of the West Side meat market, plans extensive alterations to his establishment at Perry, Ia.

The Nissen & Lilja meat market, Grinnell, Ia., has been purchased by C. E. Hough, who will take possession Feb. 15.

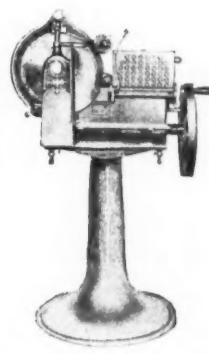
The Purity market and grocery, 114 East Second street, Tulsa, Okla., is now under the management of the Gens Cash Store Co.

Conrad Schrauder has retired from the wholesale and retail meat firm of Schrauder & Co., selling to his son, Edward, at Monroe, Mich.



THE AMERICAN WAY IS THE RIGHT WAY

## Discard the Butcher-knife for Slicing Boneless Meat



1. The AMERICAN SLICING MACHINE produces 20% to 35% more and better slices to the pound than when meat is cut by hand.
2. It avoids waste and saves the owner from 50c to \$1 on every boiled ham in comparison with the hand slicing. It also saves a large amount on other boneless meats.
3. The extra profit on dried beef alone, often enables the machine to pay for itself in a few months.
4. It eliminates meat-end waste by cutting to the last thin slice—no left overs.
5. It brings new customers and holds the established trade by making a pound of meat go farther at no greater cost. More rapid turn-over means increased profit.
6. The AMERICAN SLICING MACHINE COMPANY is the oldest meat slicing machine house in the United States and scores of thousands of "AMERICANS" are being used daily.
7. Write for complete free information, a catalog and our booklet entitled, "How to Bone and Slice Cured Hams at a Profit."

AMERICAN SLICING MACHINE CO.  
1303 REPUBLIC BUILDING, CHICAGO

# New York Section

A. H. Freund, president of the Western Sausage & Provision Company, was visiting in Chicago this week.

J. Moog, vice-president of Wilson & Company, was in New York this week. A. O. Russ, J. A. Kennelly and M. Planer from the Chicago offices were also in town.

C. K. Urquhart, manager of Swift & Company's St. Louis plant, was in New York this week. E. J. Cronkhite, of the beef cutting department, Chicago, was also in New York this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, January 24th, 1920, on shipments sold out, ranged from .15 to .2850 cents per pound and averaged .1927 cents per pound.

Chas. S. Hall, manager of the Swift Beef Company, London, Eng., arrived in New York on January 27 on the "Mauretania," accompanied by Mrs. Hall. He was formerly manager of the Swift house in Williamsburg, and has hosts of friends here.

H. C. Carr, of Harold H. Swift's office, Chicago, was in New York last week for a few days. F. A. Fowler, head of Swift & Company's beef department, Chicago, was in New York this week, as was Harold O. Smith, of the canned goods department, Chicago.

The board of directors of the Knickerbocker Ice Company elected the following officers for the ensuing year at their annual meeting last week: Wesley M. Oler, president; Charles C. Small, vice-president; Thomas Pettigrew, treasurer; and Henry C. Harrison, secretary.

The Merchants' Refrigerating Company, which has plants here, in Jersey City and Newark, has adopted a profit-sharing bonus system for their employees which involves a share in the profits, a bonus system and life insurance. First payments under the new plan will begin February 2.

It will be of interest to the trade to know that the Purity Packing Company of Chicago has opened offices in New York City at No. 1476 Broadway, suite 716, with Milton Wertheimer as manager and Eastern representative for the wholesale grocery and export trade. Mr. Wertheimer is a particularly hard and conscientious worker and knows his business from every angle, having had over 13 years' experience with the Cincinnati Abattoir Company. There is no doubt that the New York office under his capable management will be a very important branch office of the Purity Packing Company.

As a result of the report of the receiver for the firm of Chas. Weisbecker, the Harlem retail meat dealers, Judge Mayer has ordered a 10 per cent dividend to creditors from the reserve fund which the receiver has built up by good management. In passing upon the receiver's intermediary account, the court complimented the receiver upon his able conduct of the business which enabled him to set aside from the profits of the business a substantial cash reserve and to preserve the business, so that it is in better condition at this time than when he first entered upon his duties. Further dividends will be paid from time to time, as the court will direct.

The following is a report of the New York City Department of Health of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during week ending Jan. 24, 1920: Meat—Manhattan, 31 lbs.; Brooklyn, 9,741 lbs.; The Bronx, 6,515 lbs.; Queens, 1/4 lb. Total, 16,287 1/4 lbs. Fish—Manhattan, 52,052 lbs.; Brooklyn, 6 lbs.; The Bronx, 6 lbs. Total, 52,062 lbs. Poultry and Game—Manhattan, 2,690 lbs.; The Bronx, 3 lbs. Total, 2,699 lbs.

old firm of George Hotchkiss & Co., and who also opened up the meat department and was purchasing agent for the old Siegel-Cooper Co. of New York. Mr. Schuster has hosts of friends in the trade and a world of experience in the meat business and knows every branch and department from every angle.

The officers of the Birmingham Packing Co. are C. H. Ungerman, president; J. P. Phillips, vice-president; F. N. Phillips, secretary and treasurer.

## BUTCHERS' CALFSKIN ASSOCIATION.

The New York Butchers' Calfskin Association held its annual meeting at the Imperial, in Brooklyn, on January 22, with the usual full attendance. This is always a pleasant occasion for butchers who belong to this organization, because of the uniformly excellent financial showing that is made. This year was no exception, the report showing that \$197,961.90 had been paid to members as additional payment, or premium, on No. 1 skins. There was also a payment of \$4,000 to members in dividends of stock, at \$2 per share.

The report as of Jan. 1, 1920, showed these statistics of interest to butchers and those handling calfskins: Stock on hand Jan. 1, 1919, 3,872 skins; stock received during year 1919, 344,882 skins; value of stock on hand Jan. 1, 1919, \$21,587.75; paid for skins during the year 1919, \$2,459,550.10; plus additional due members for No. 1 skins, \$197,061.90; total amount of sales for year 1919, \$2,535,615.74; credited and paid for as No. 1 skins, 281,517 skins; actual cellar selection, 263,879 skins; difference, 17,638 skins.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Jan. 29, 1920, as follows:

	Chicago.	Boston.	New York.	Philadelphia.
<b>Fresh Beef—</b>				
Steers:				
Good .....	\$19.00@23.50	\$20.00@21.00	\$20.00@22.00	\$19.00@20.00
Medium .....	16.50@18.50	18.00@19.00	18.00@20.00	17.00@18.00
Common .....	15.50@16.50	18.00@.....	17.00@18.00	16.00@17.00
Cows:				
Good .....	16.50@17.50	16.00@16.50	17.00@18.00	.....@.....
Medium .....	14.50@16.00	15.50@16.00	16.00@17.00	15.00@16.00
Common .....	13.00@14.50	15.00@15.50	15.00@16.00	14.00@15.00
Bulls:				
Good .....	.....@.....	13.50@14.00	16.00@17.00	.....@.....
Medium .....	.....@.....	13.00@13.50	14.00@14.50	14.00@15.00
Common .....	11.50@13.50	12.50@13.00	13.00@14.00	12.00@13.00
<b>Fresh Lamb and Mutton:</b>				
Lamb:				
Choice .....	23.00@34.00	31.00@32.00	32.00@33.00	33.00@34.00
Good .....	22.00@33.00	30.00@31.00	29.00@30.00	31.00@33.00
Medium .....	20.00@32.00	29.00@30.00	25.00@27.00	29.00@31.00
Common .....	27.00@30.00	28.00@29.00	22.00@24.00	26.00@28.00
Yearlings:				
Good .....	30.00@32.00	.....@.....	.....@.....	.....@.....
Medium .....	27.00@30.00	.....@.....	.....@.....	.....@.....
Mutton:				
Good .....	20.00@23.00	18.00@20.00	20.00@22.00	20.00@21.00
Medium .....	19.00@20.00	17.00@18.00	17.00@19.00	18.00@20.00
Common .....	15.00@18.00	15.00@16.00	14.00@16.00	15.00@18.00
<b>Fresh Veal—</b>				
Choice .....	28.50@30.00	.....@.....	30.00@33.00	.....@.....
Good .....	26.00@28.50	.....@.....	27.00@29.00	23.00@24.00
Medium .....	24.00@26.00	15.00@16.00	24.00@26.00	20.00@22.00
Common .....	20.00@23.50	14.00@15.00	22.00@23.00	17.00@20.00
<b>Fresh Pork Cuts—</b>				
Leins:				
8-10-lb. average .....	24.00@25.50	25.50@26.50	26.00@27.00	24.00@25.00
10-12-lb. average .....	23.00@24.50	25.00@25.50	25.00@26.00	23.00@24.00
12-14-lb. average .....	21.5@23.00	23.50@24.00	23.00@24.00	22.00@23.00
14-lb. over .....	20.00@22.00	21.00@23.00	20.00@22.00	19.00@22.00
Shoulders:				
Skinned .....	18.50@20.50	.....@.....	20.00@21.00	19.00@22.00
Pricies:				
4-6-lb. average .....	19.00@21.00	18.50@19.00	.....@.....	19.00@21.00
8-8-lb. average .....	18.00@20.00	18.00@18.50	19.00@20.00	17.00@19.00
8-lb. over .....	16.50@18.50	17.00@18.00	.....@.....	.....@.....
Butts:				
Boneless .....	.....@.....	.....@.....	26.00@27.00	.....@.....
Boston style .....	20.00@22.00	.....@.....	23.00@25.00	23.00@24.00

\*Veal prices "hide on" at Chicago and New York.

# Stewart

## MOTOR TRUCKS



### *It's a Butcher*

**who tells you that Stewart trucks cut  
hauling and delivery costs**

With so many truck makers claiming big results at low cost, you may wonder who's making good. Don't worry about Stewart Trucks. People in your own line of business who are using Stewarts tell you what Stewarts do.

And Stewarts are making daily low-cost records in more than 200 different industries—in over 600 American cities,

on hundreds of farms, and in 27 foreign countries.

Stewarts cost \$200 to \$300 less to buy, for an exclusive engineering principle enables the Stewart to eliminate several hundred parts that add no strength or durability, producing a stronger truck, simpler to operate, and more economical in gasoline, tire wear and repair costs.

It affords us extreme pleasure at this time to mention to you the good service we have had of the Stewart truck. We can highly recommend it to all our friends.

We prefer it to any other at present in our use.

(Signed)

ASTOR MARKET,  
S. BLOCH & COMPANY,  
New York, N. Y.

#### **A sturdy, quality truck for every use**

3/4-ton Chassis.....	\$1275
1-ton Chassis.....	\$1695
1 1/2-ton Chassis.....	\$2095
2-ton Chassis.....	\$2695
3 1/2-ton Chassis.....	\$3650

f. o. b. Buffalo

## **Stewart Motor Corporation, Buffalo**

*Quality Trucks Since 1912*

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, common to choice.....	9.75@14.70
Oxen.....	8.25@13.85
Bulls.....	8.00@11.25
Heifers.....	7.75@13.60
Cows.....	4.50@10.75

## LIVE CALVES.

Calves, prime.....	24.75@25.00
Calves, grassers.....	9.00@14.00
Calves, fed.....	11.00@13.00
Calves, culs.....	16.00@17.00
Calves, yearlings.....	6.50@8.25
Calves, Western.....	11.50@14.50

## LIVE SHEEP AND LAMBS.

Lambs, prime.....	21.75@22.00
Lambs, common to good.....	18.50@21.50
Lambs, culs.....	14.00@17.00
Lambs, yearlings.....	14.00@17.00
Sheep, wethers.....	12.00@12.50
Sheep, ewes, prime.....	11.25@11.50
Sheep, ewes, common to good.....	8.00@11.00
Sheep, culs.....	6.00@7.50

## LIVE HOGS.

Hogs, heavy.....	16.50
Hogs, medium.....	16.75
Hogs, 140 lbs.....	16.75
Pigs.....	16.50
Roughs.....	13.50

## DRESSED BEEF.

### CITY DRESSED.

Choice native, heavy.....	24 @25
Choice native, light.....	24 @25
Native, common to fair.....	19 @23

### WESTERN DRESSED BEEF.

Choice native, heavy.....	23 @24
Choice native, light.....	22 @23
Native, common to fair.....	20 @20
Choice Western, heavy.....	22 @22
Choice Western, light.....	19 @19
Common to fair, Texas.....	18 @18
Good to choice heifers.....	24 @24
Common to fair heifers.....	21 @21
Choice cows.....	17 1/2 @18
Common to fair cows.....	14 @15
Fresh Bologna, butts.....	15 1/2 @16 1/2

## BEEF CUTS.

Western.	City.
No. 1 ribs.....	32 @34
No. 2 ribs.....	26 @32
No. 3 ribs.....	15 1/2 @16 1/2
No. 1 loins.....	36 @42
No. 2 loins.....	30 @38
No. 3 loins.....	24 @34
No. 1 binds and ribs.....	32 @33
No. 2 binds and ribs.....	28 @30
No. 3 binds and ribs.....	22 @25
No. 1 rounds.....	20 @21
No. 2 rounds.....	18 @20
No. 3 rounds.....	17 @19
No. 1 chuck.....	17 @18
No. 2 chuck.....	14 1/2 @16
No. 3 chuck.....	13 @14

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	32 @33
Veals, country dressed, per lb.....	28 @29
Western calves, choice.....	28 @29
Western calves, fair to good.....	24 @25
Grassers and buttermilk.....	18 @20

## DRESSED HOGS.

Hogs, heavy.....	22 @23
Hogs, 180 lbs.....	22 @23
Hogs, 160 lbs.....	22 1/2 @23
Hogs, 140 lbs.....	23 @24
Pigs.....	24 @25

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	32 @33
Lambs, choice.....	29 @30
Sheep, choice.....	18 @20
Sheep, medium to good.....	16 @17
Sheep, culs.....	12 @13

## PROVISIONS.

(Jobbing Trade.)	
Smoked hams, 10 lbs. avg.....	30 @31
Smoked hams, 12 to 14 lb. avg.....	30 @30
Smoked picnics, light.....	25 @26
Smoked picnics, heavy.....	20 @21
Smoked shoulders.....	22 @23
Smoked beef tongue, per lb.....	48 @52
Smoked bacon (rib in).....	35 @36
Dried beef sets.....	48 @52
Pickled bellies, heavy.....	28 @30

## FRESH PORK CUTS.

Fresh pork loins, city.....	20 @30
Fresh pork loins, Western.....	29 @29

## THE NATIONAL PROVISIONER

Frozen pork loins.....	1@50
Frozen pork tenderloins.....	1@48
Shoulders, city.....	1@24
Shoulders, Western.....	1@22
Butts, regular fresh Western.....	1@24
Butts, boneless, fresh Western.....	1@30
Fresh hams, city.....	1@33
Fresh hams, Western.....	1@32
Fresh picnic hams, Western.....	1@22

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 10 lbs.....	135.00@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 lbs.....	125.00@140.00
Black hoofs, per ton.....	80.00@85.00
Striped hoofs, per ton.....	80.00@85.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 lbs.....	150.00@180.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	250.00@300.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	200.00@225.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	125.00@175.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C., trim'd.....	1@36c
Fresh cow tongues.....	1@20c
Calves heads, scalded.....	1@70c
Sweetbreads, veal.....	1@100c
Sweetbreads, beef.....	1@50c
Beef kidneys.....	1@18c
Button kidneys.....	1@5c
Livers, beef.....	1@20c
Oxtails.....	1@15c
Hearts, beef.....	1@12c
Rolls, beef.....	1@30c
Tenderloin beef, Western.....	35 @30
Lamb's fries.....	1@12c
Extra lean pork trimmings.....	1@24c

## BUTCHER'S FAT.

Ordinary shop fat.....	1@7
Suet, fresh and heavy.....	1@12
Shop bones, per cwt.....	25 @35

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Suet, fresh and heavy.....	1@12
Shop bones, per cwt.....	25 @35

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Shop bones, per cwt.....	25 @35

Ordinary shop fat.....	1@7



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